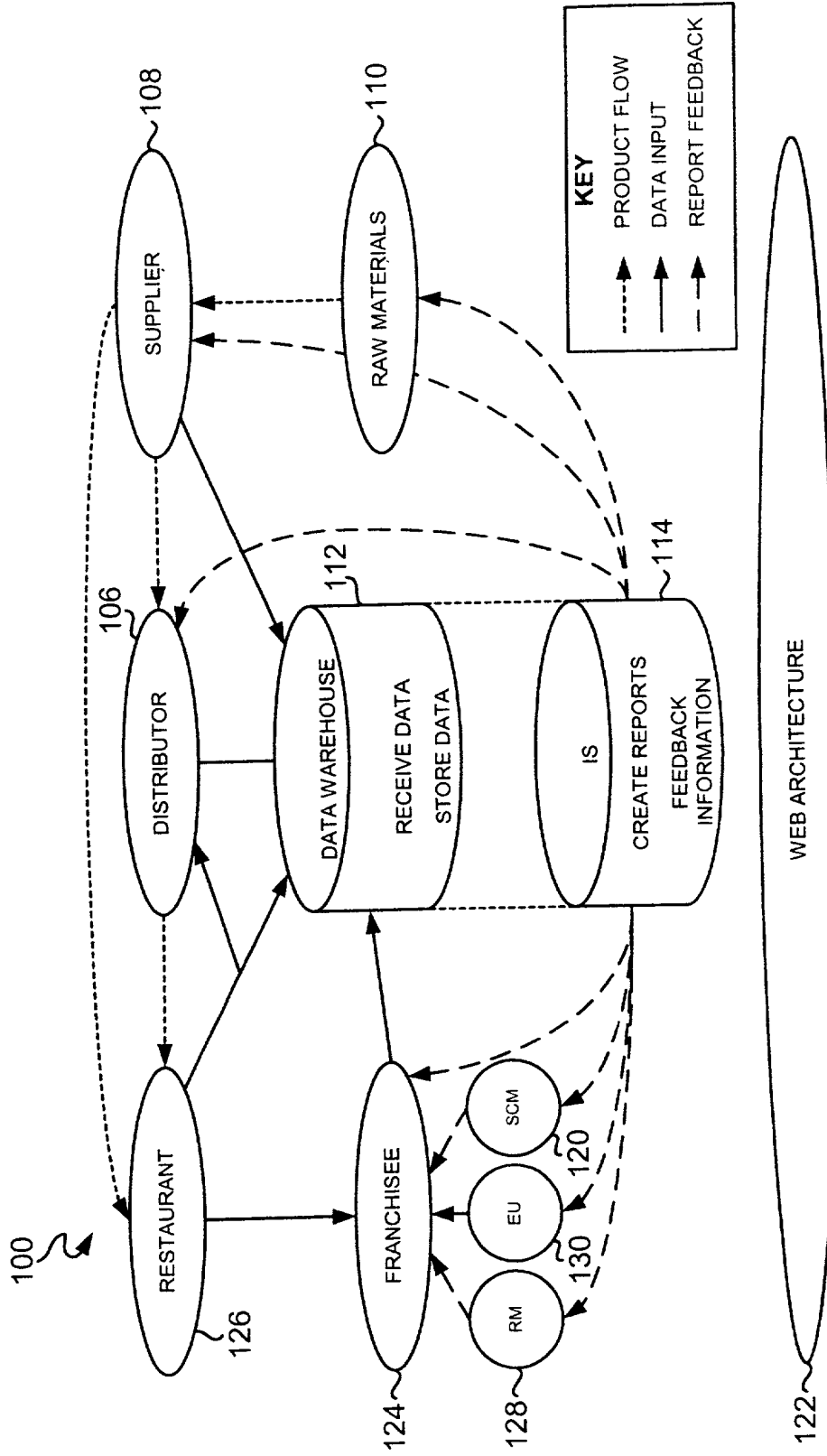
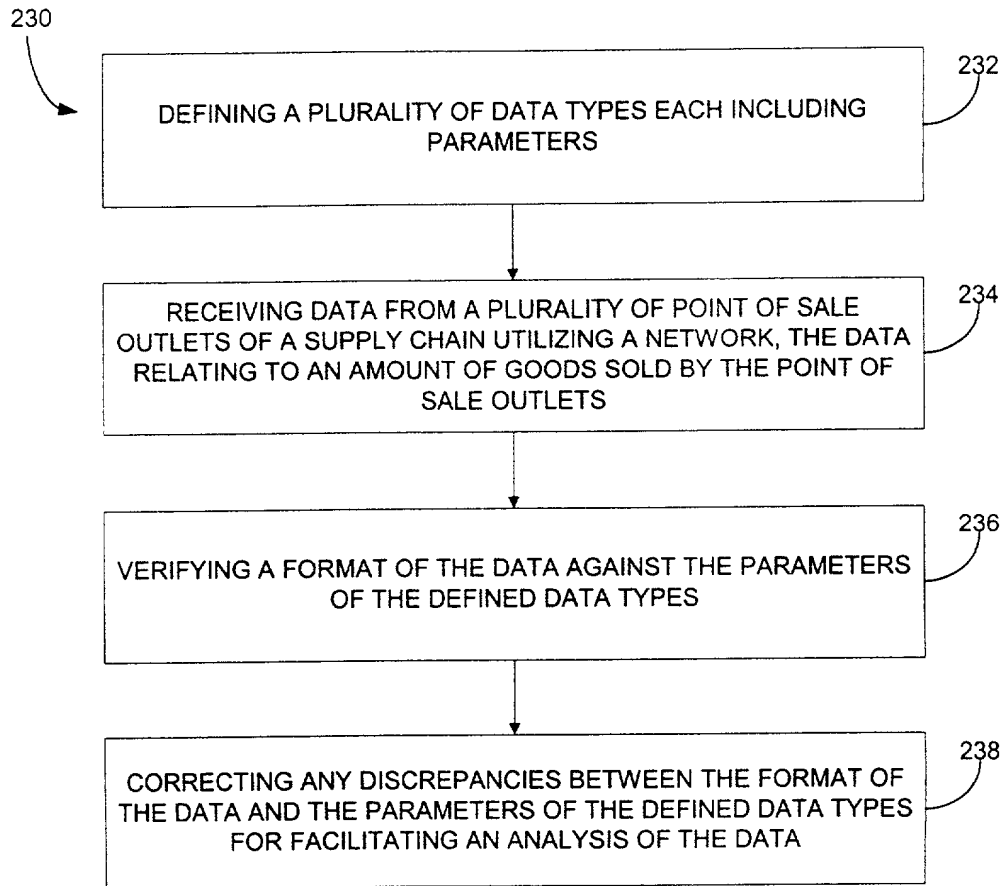


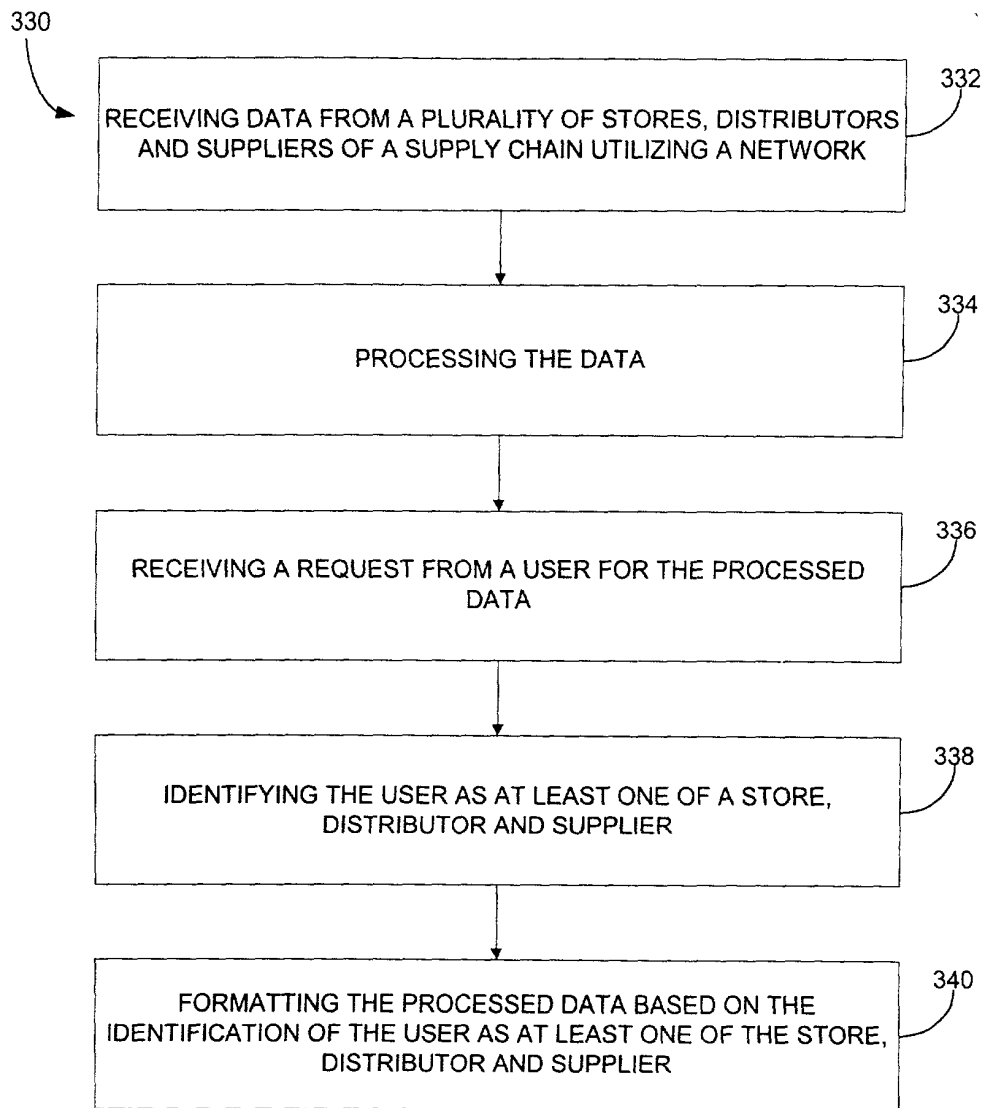
**FIG. 1A**



**FIG. 1B**



**FIG. 2**



**FIG. 3**

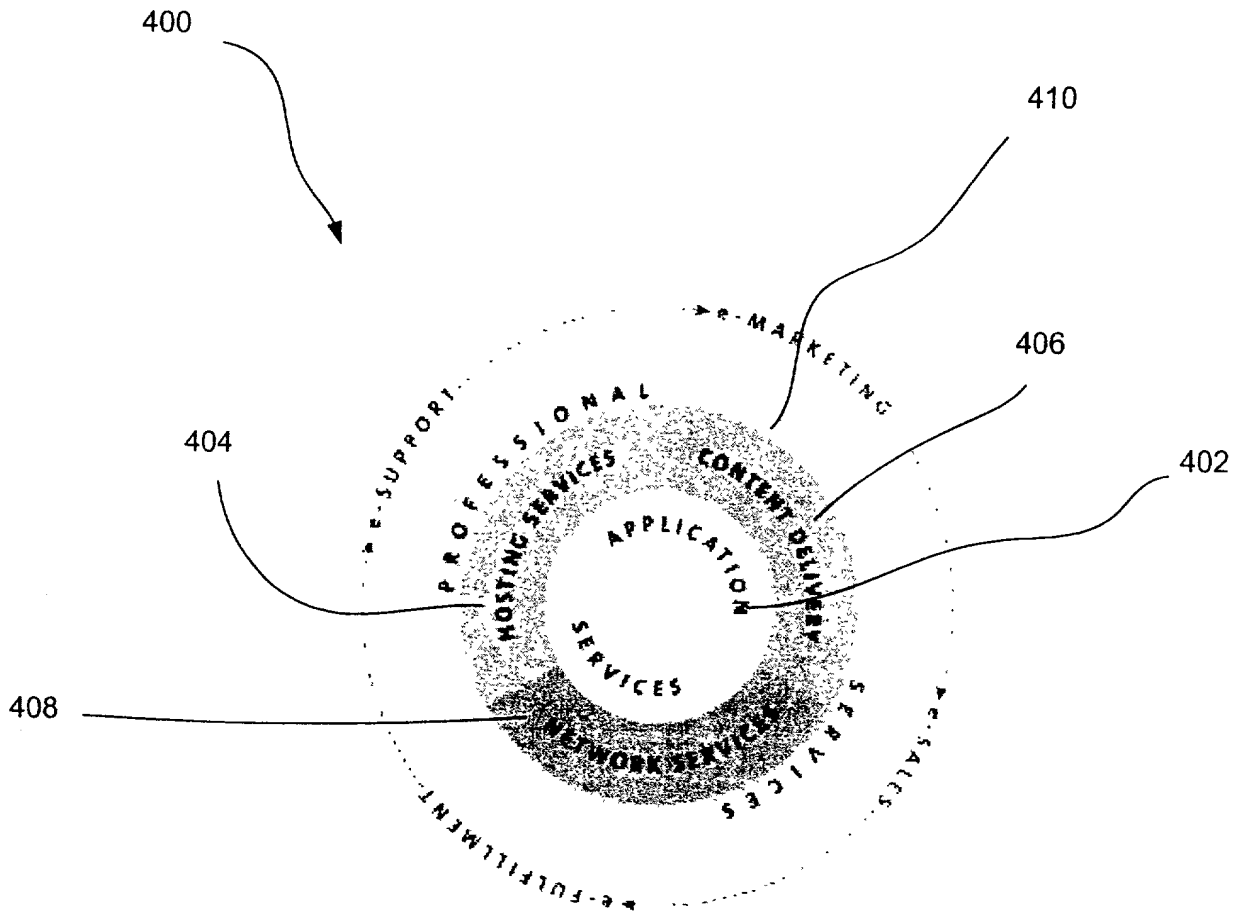
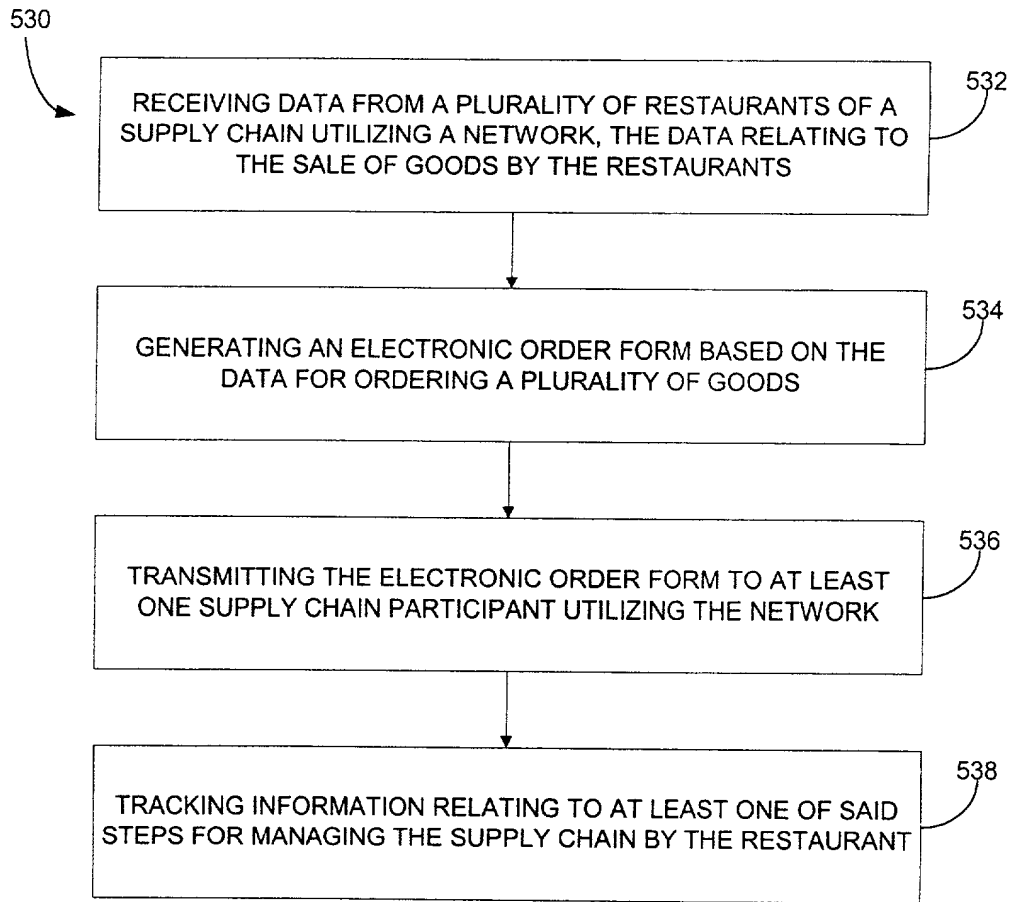
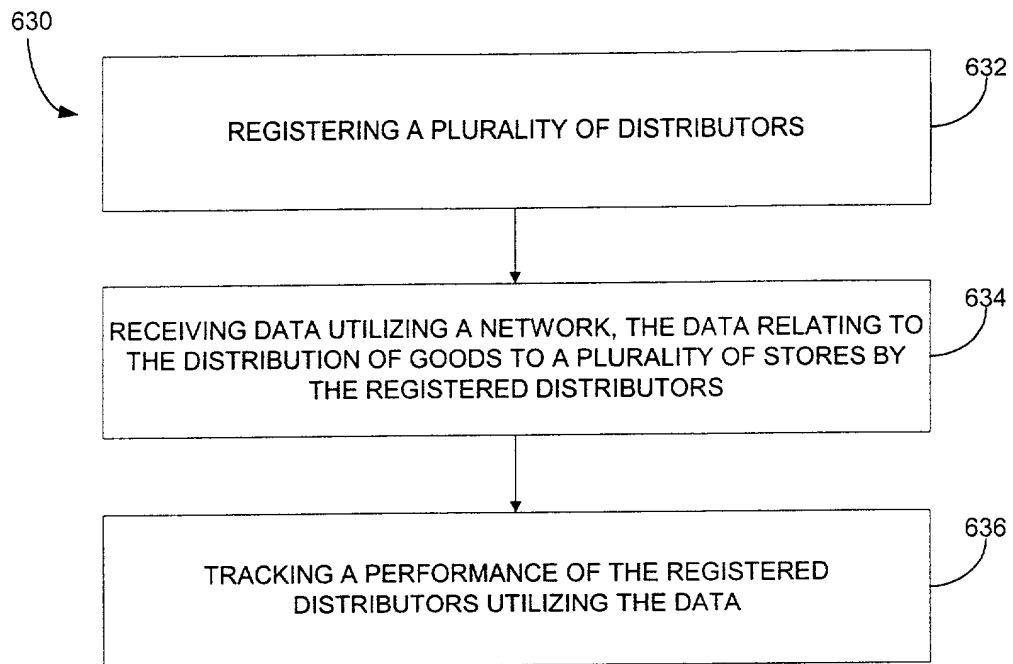


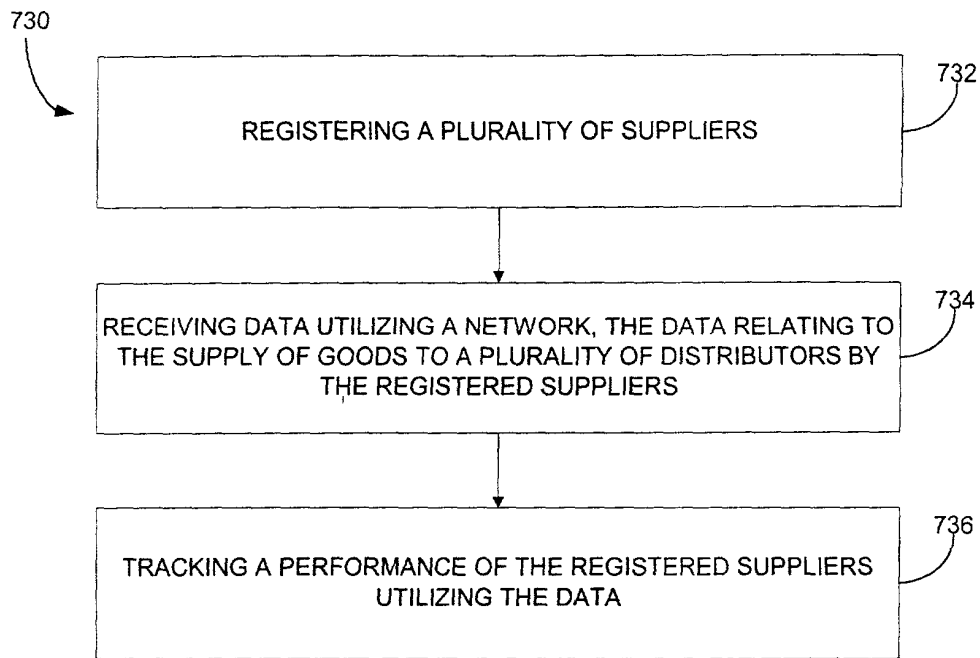
Fig. 4



**FIG. 5**

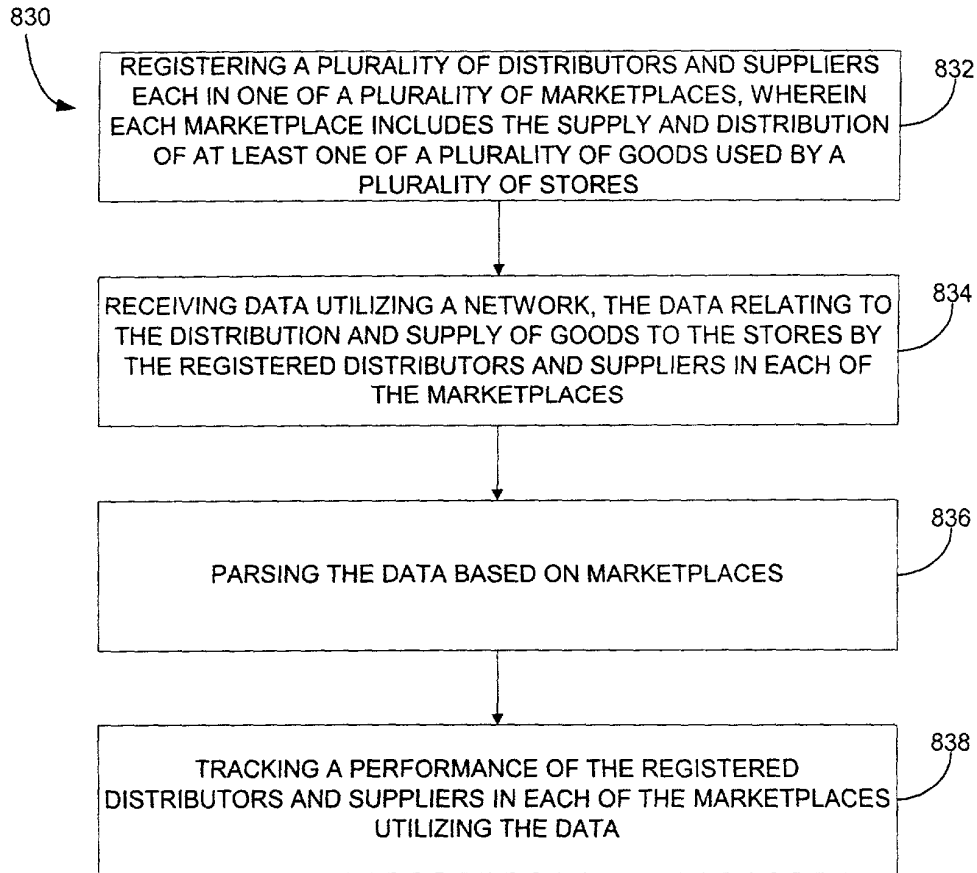


**FIG. 6**

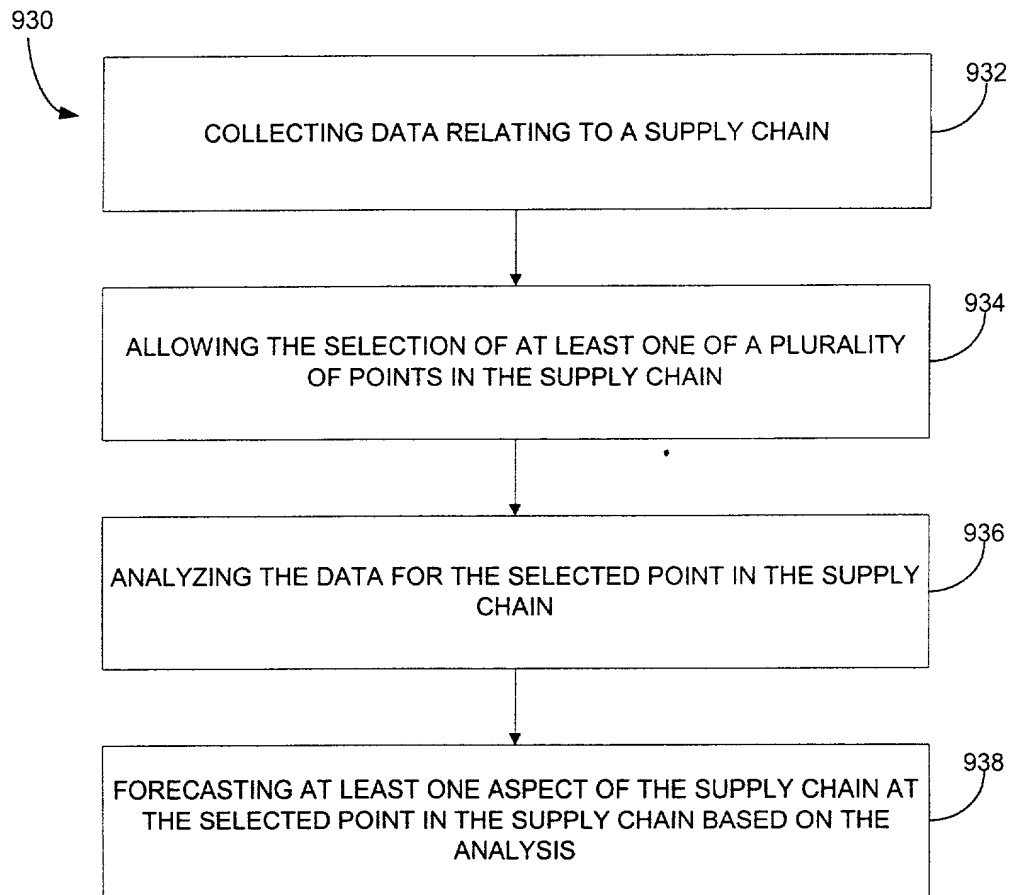


**FIG. 7**

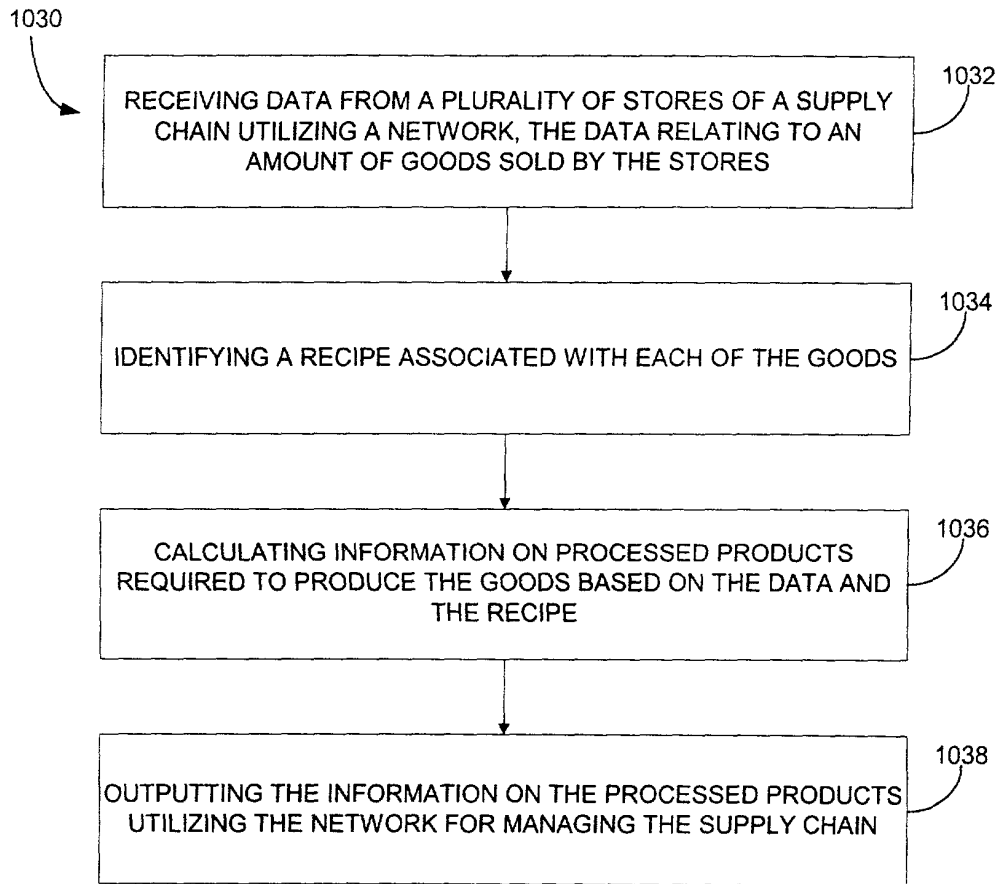




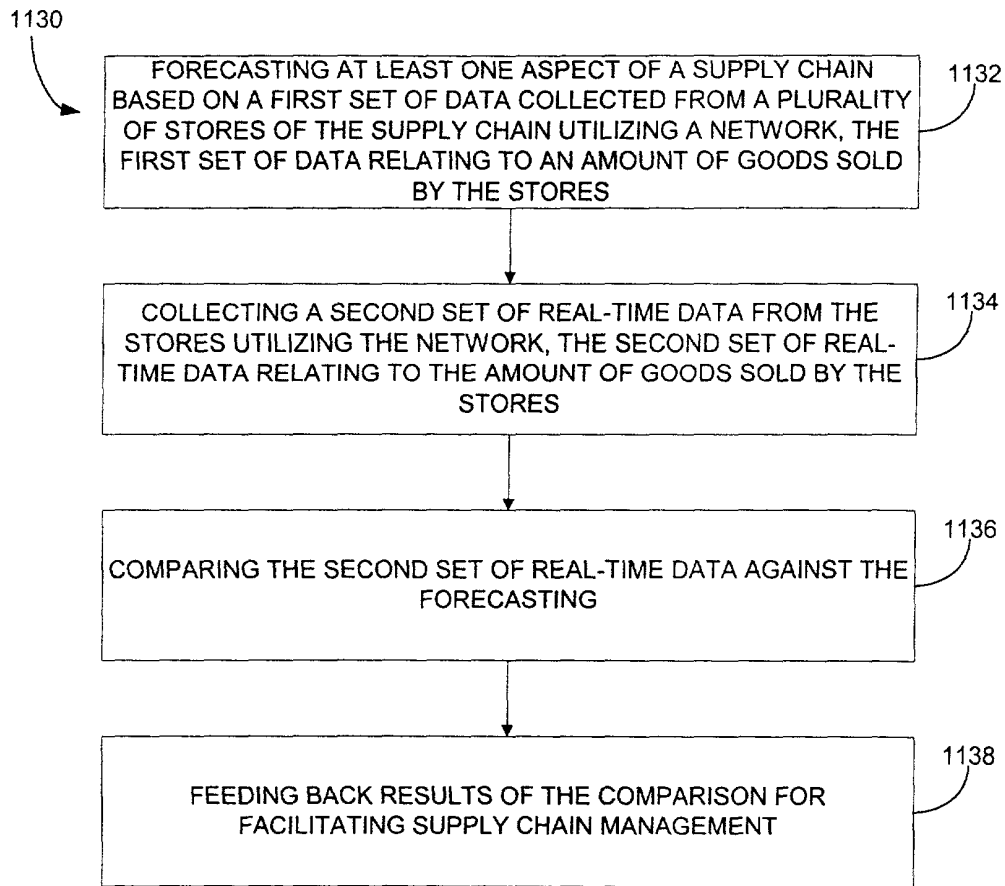
**FIG. 8**



**FIG. 9**



**FIG. 10**



**FIG. 11**

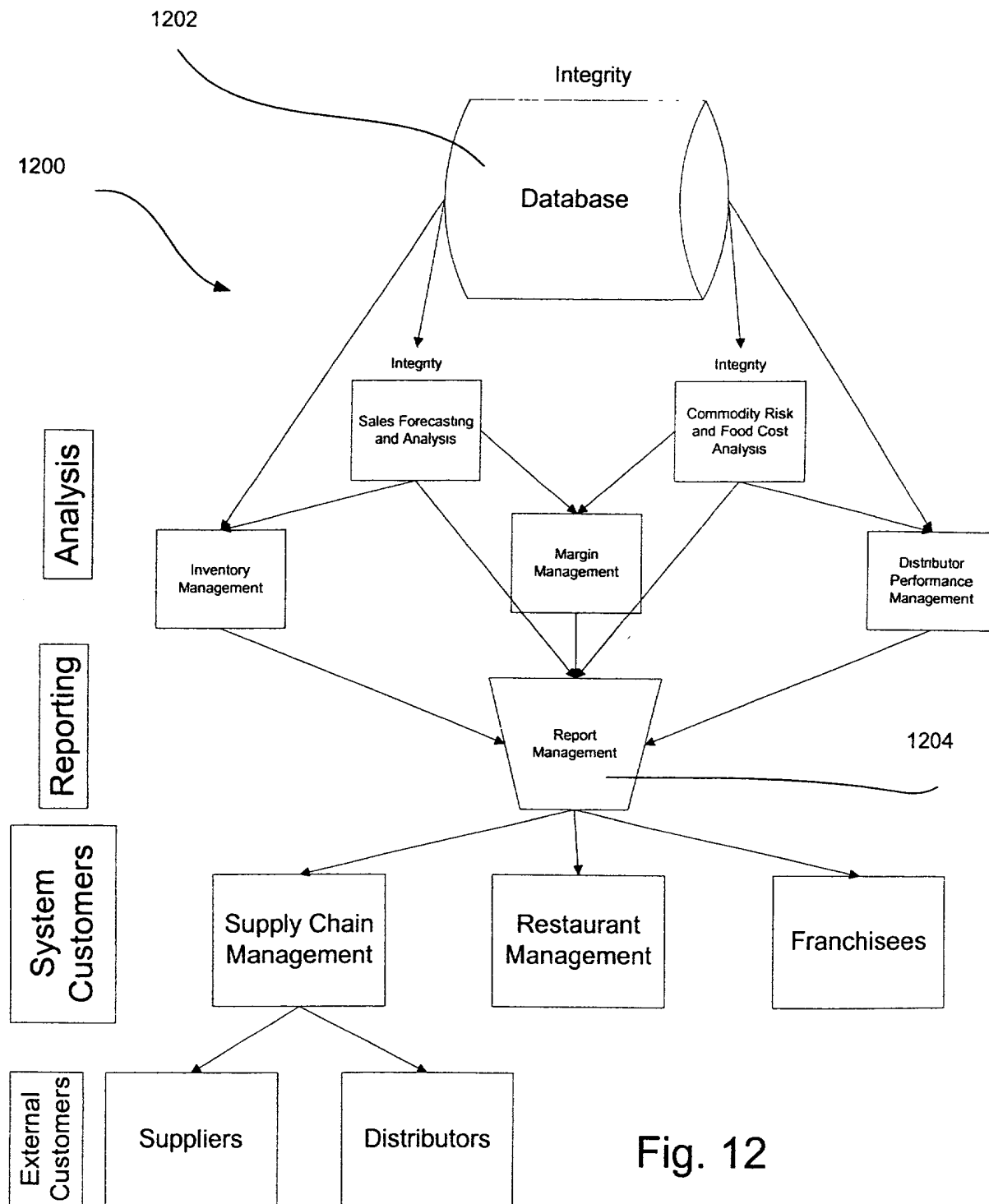
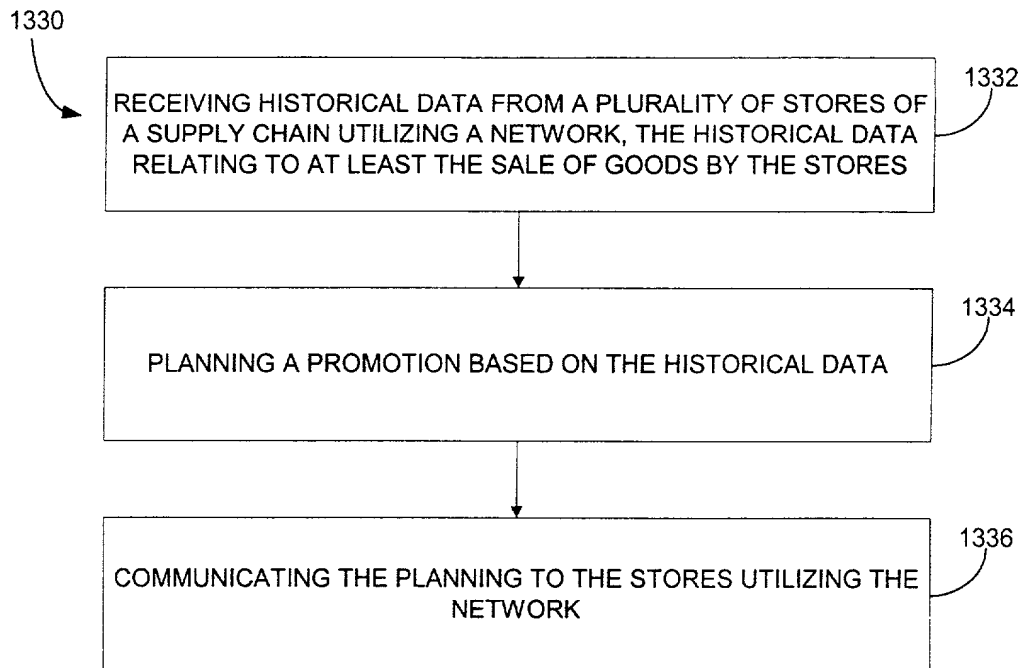
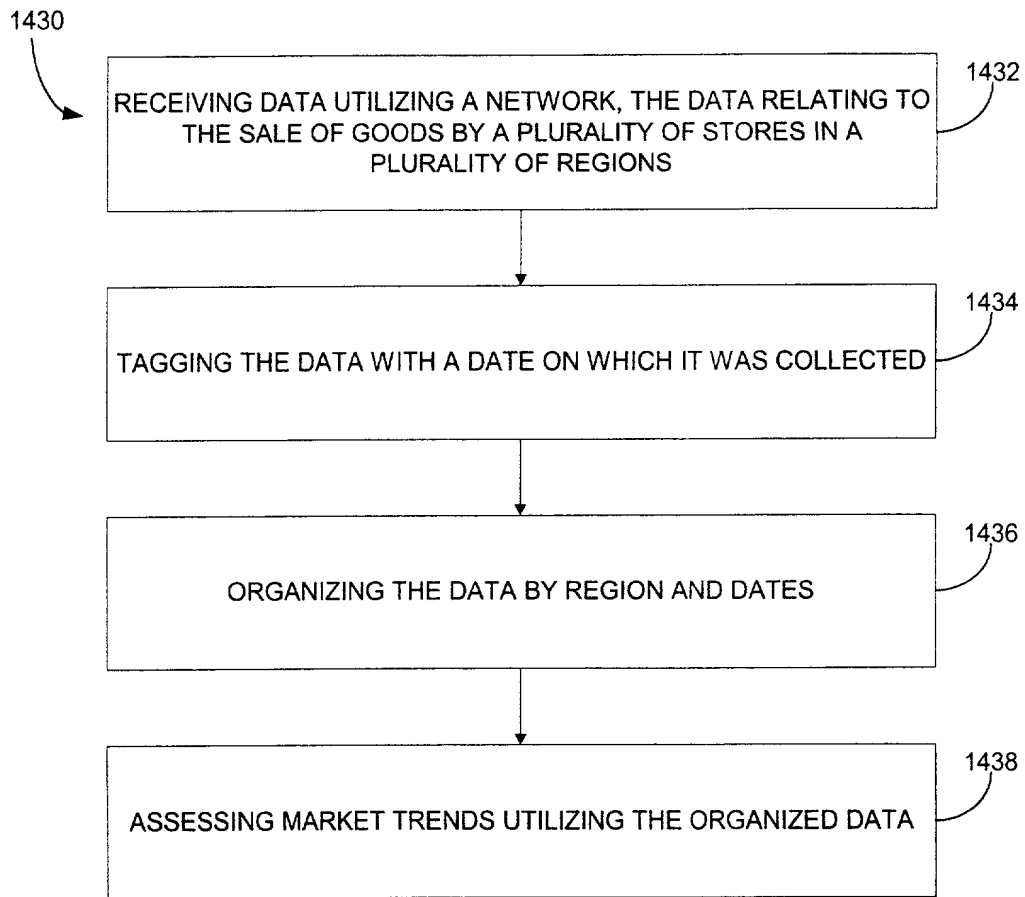


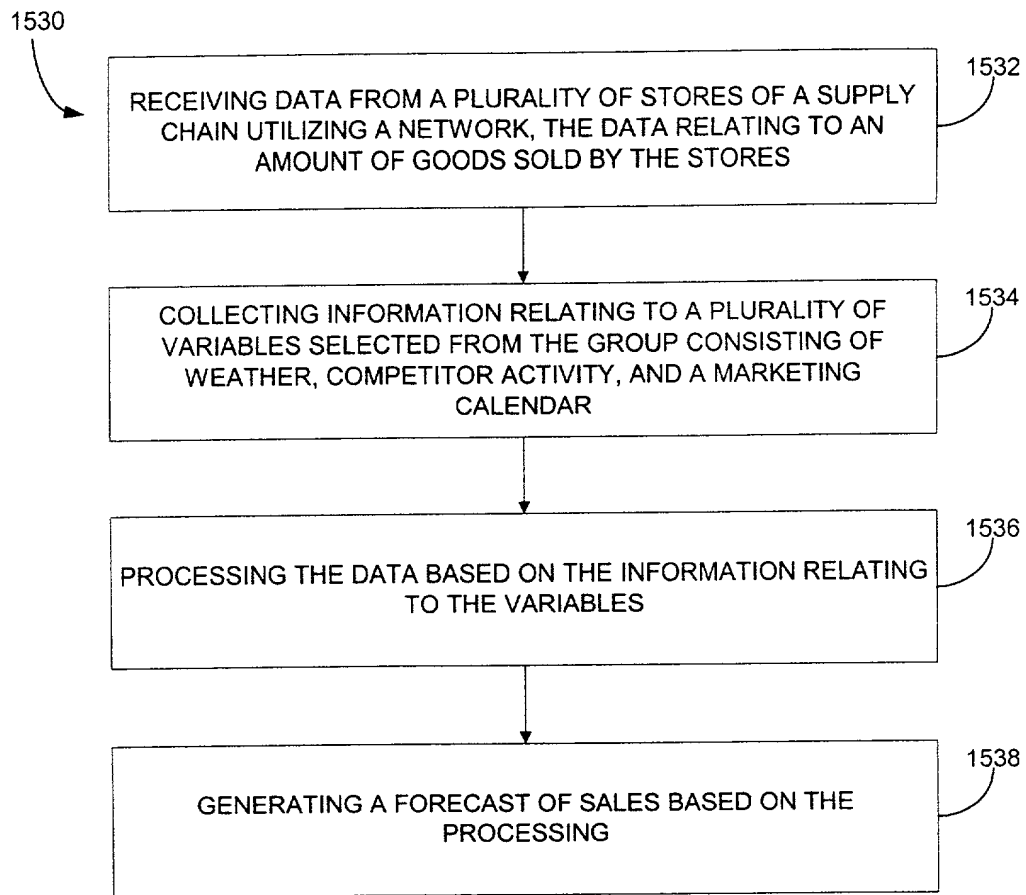
Fig. 12



**FIG. 13**

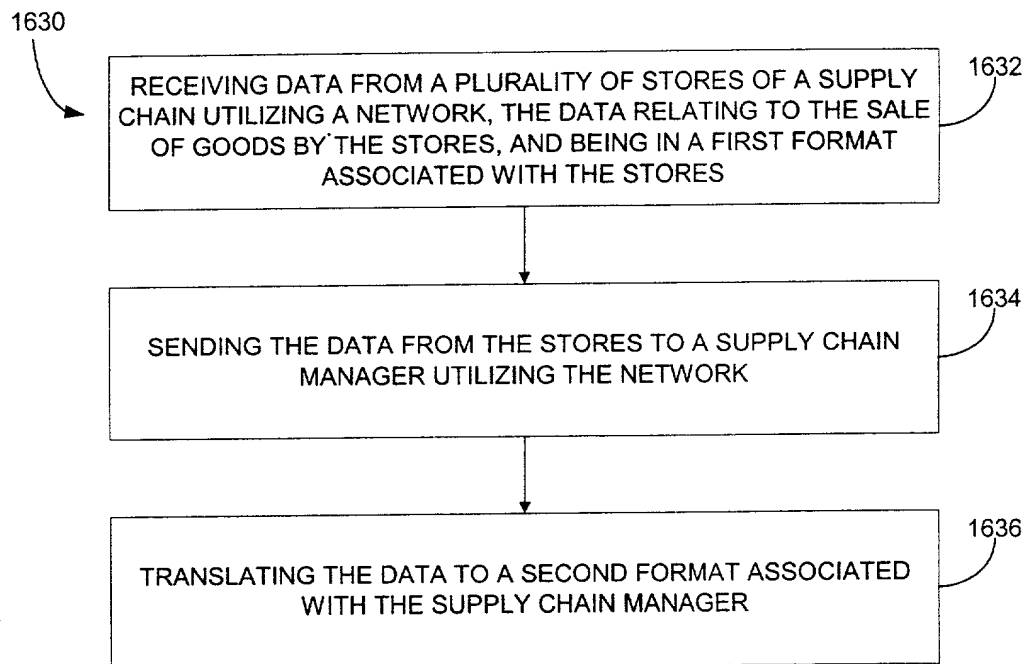


**FIG. 14**

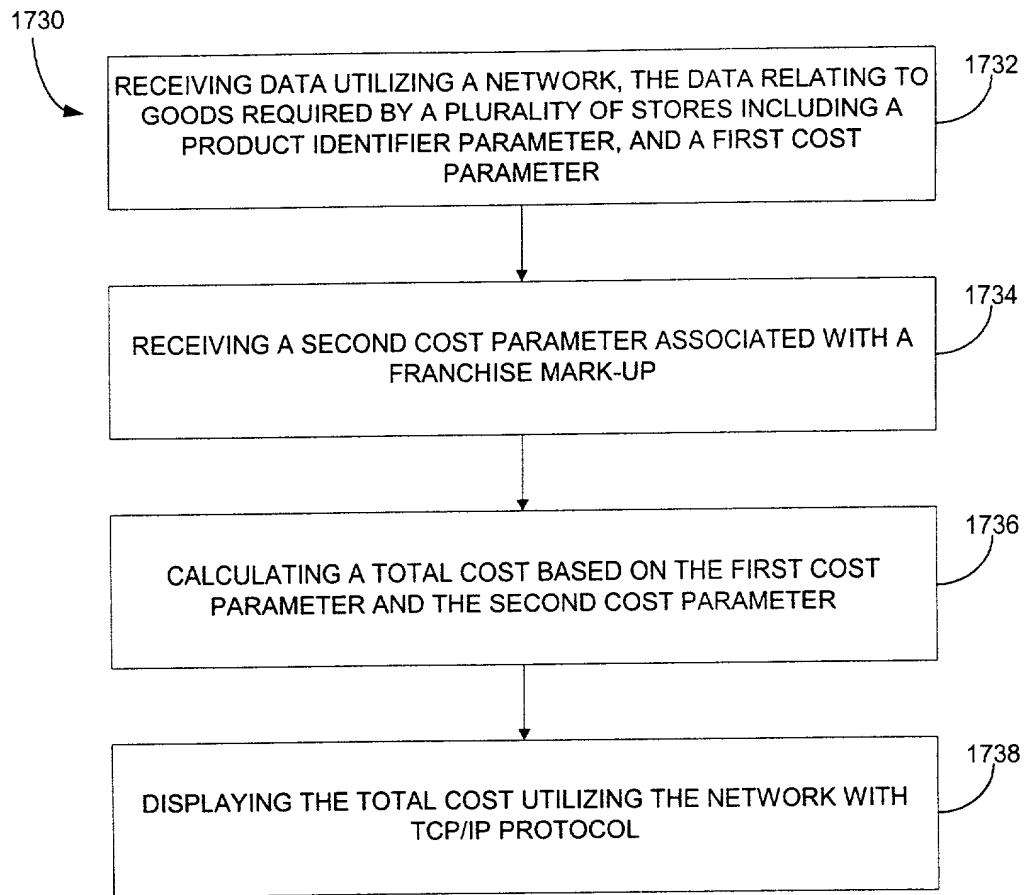


**FIG. 15**

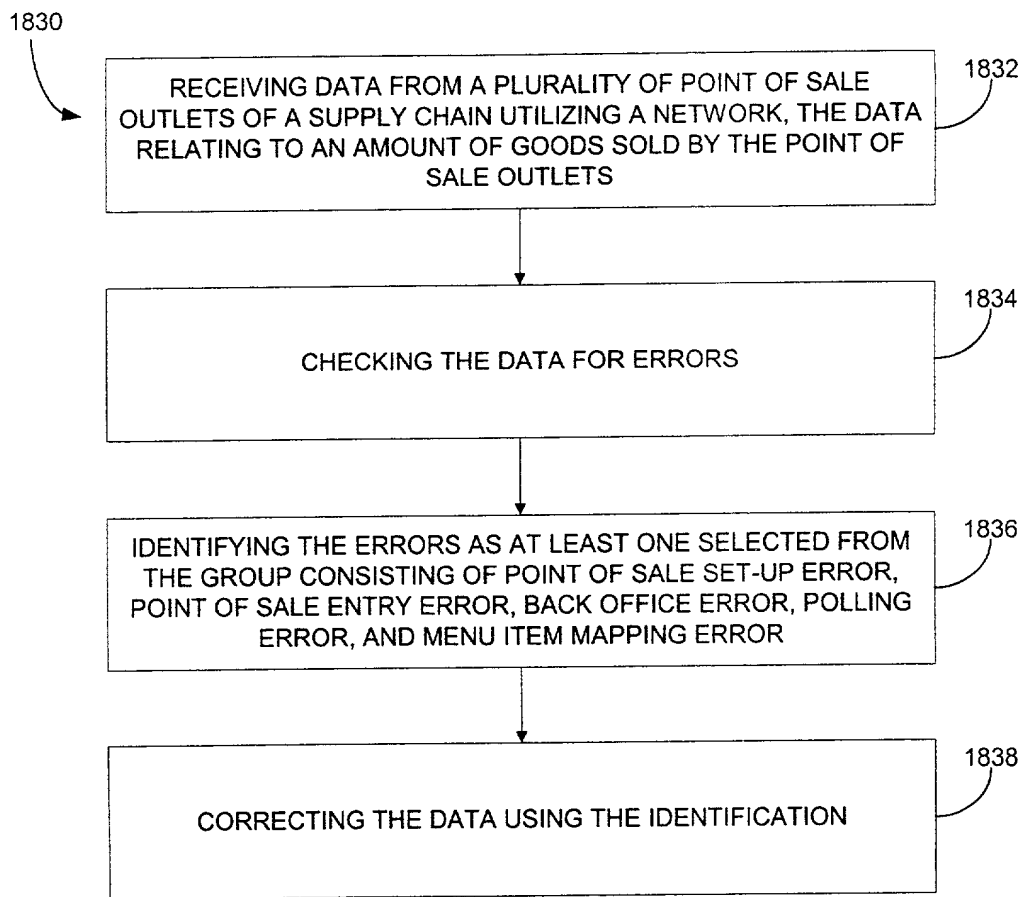




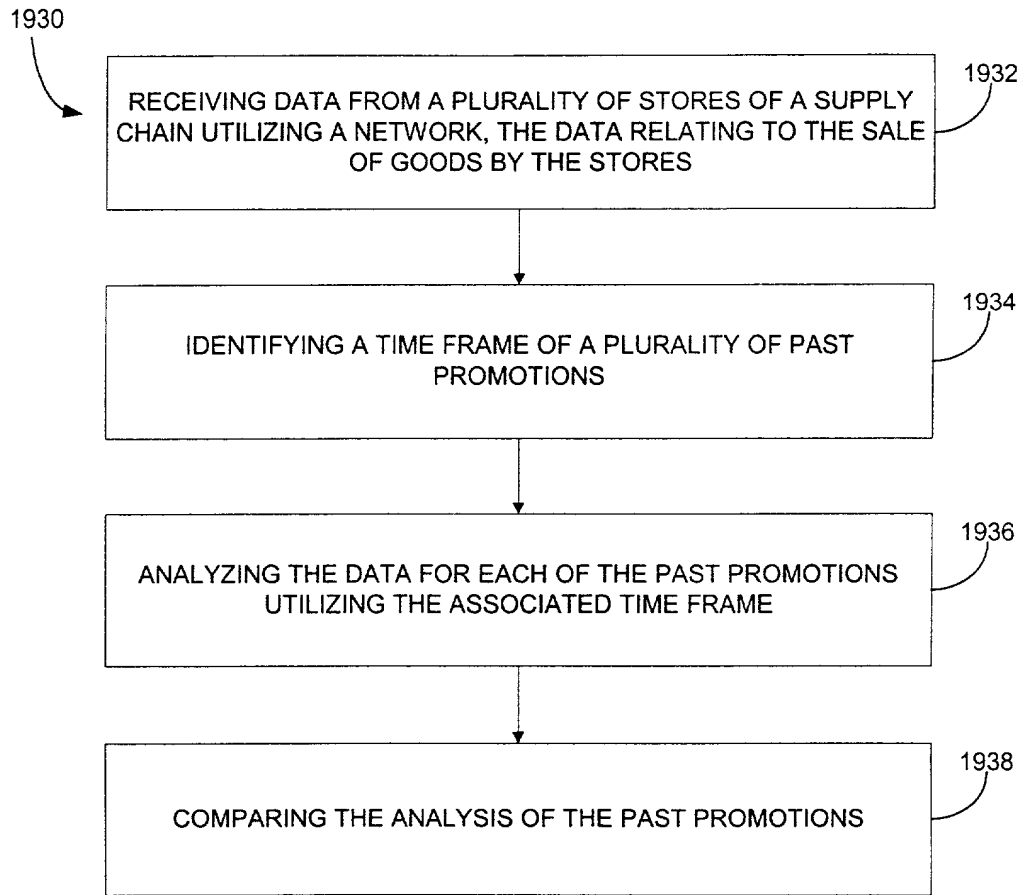
**FIG. 16**



**FIG. 17**



**FIG. 18**



**FIG. 19**

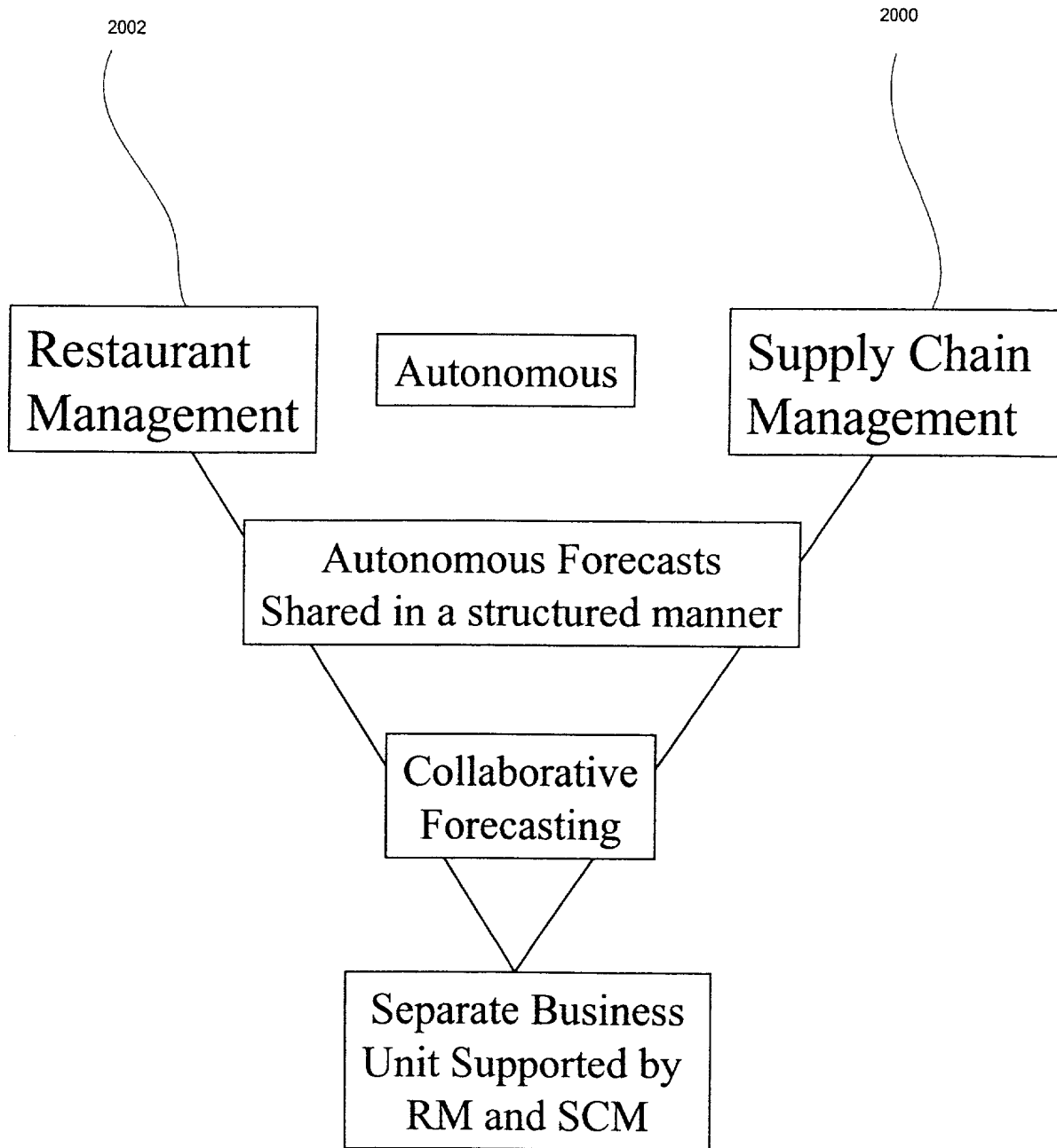
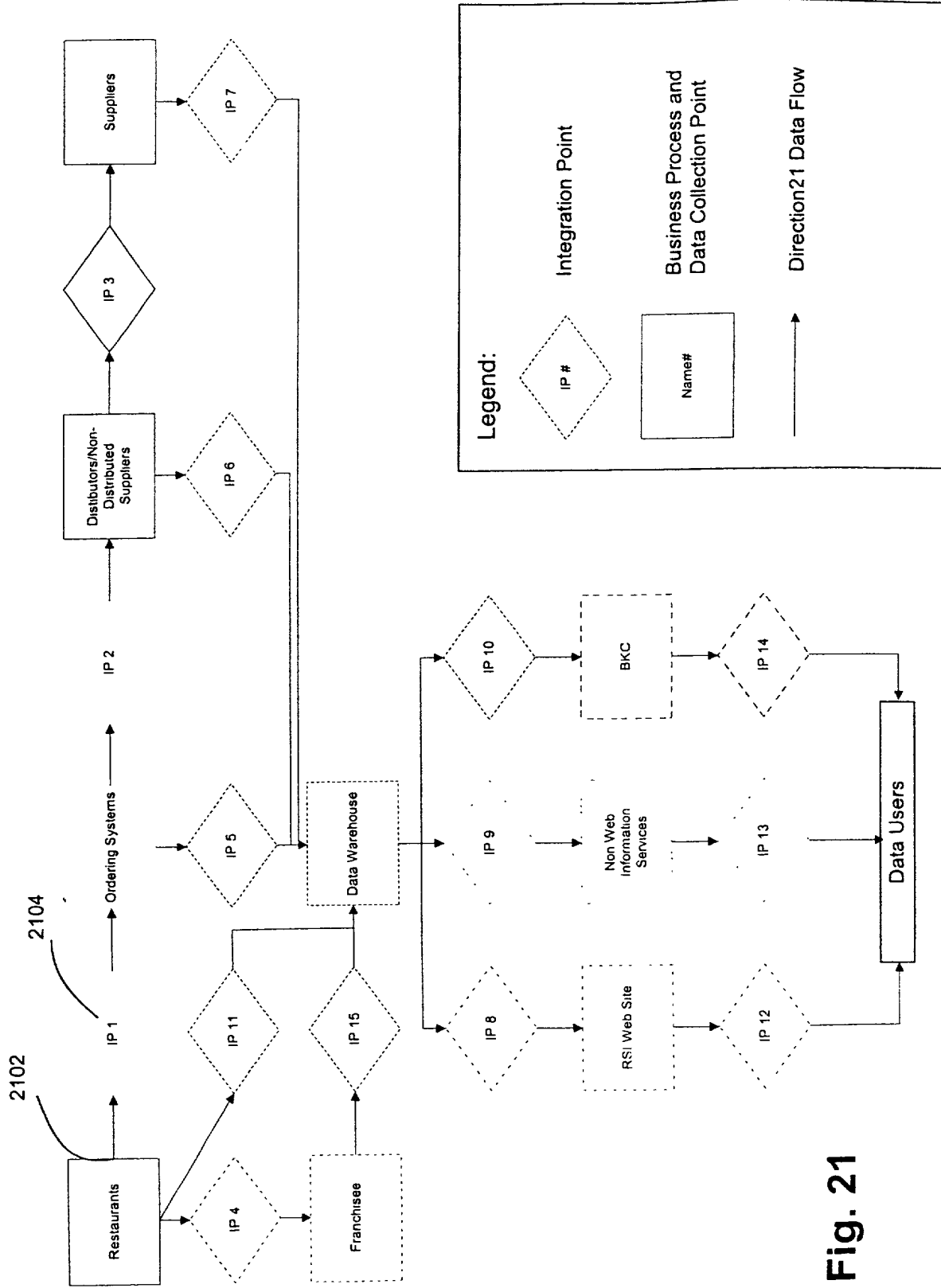


Fig. 20



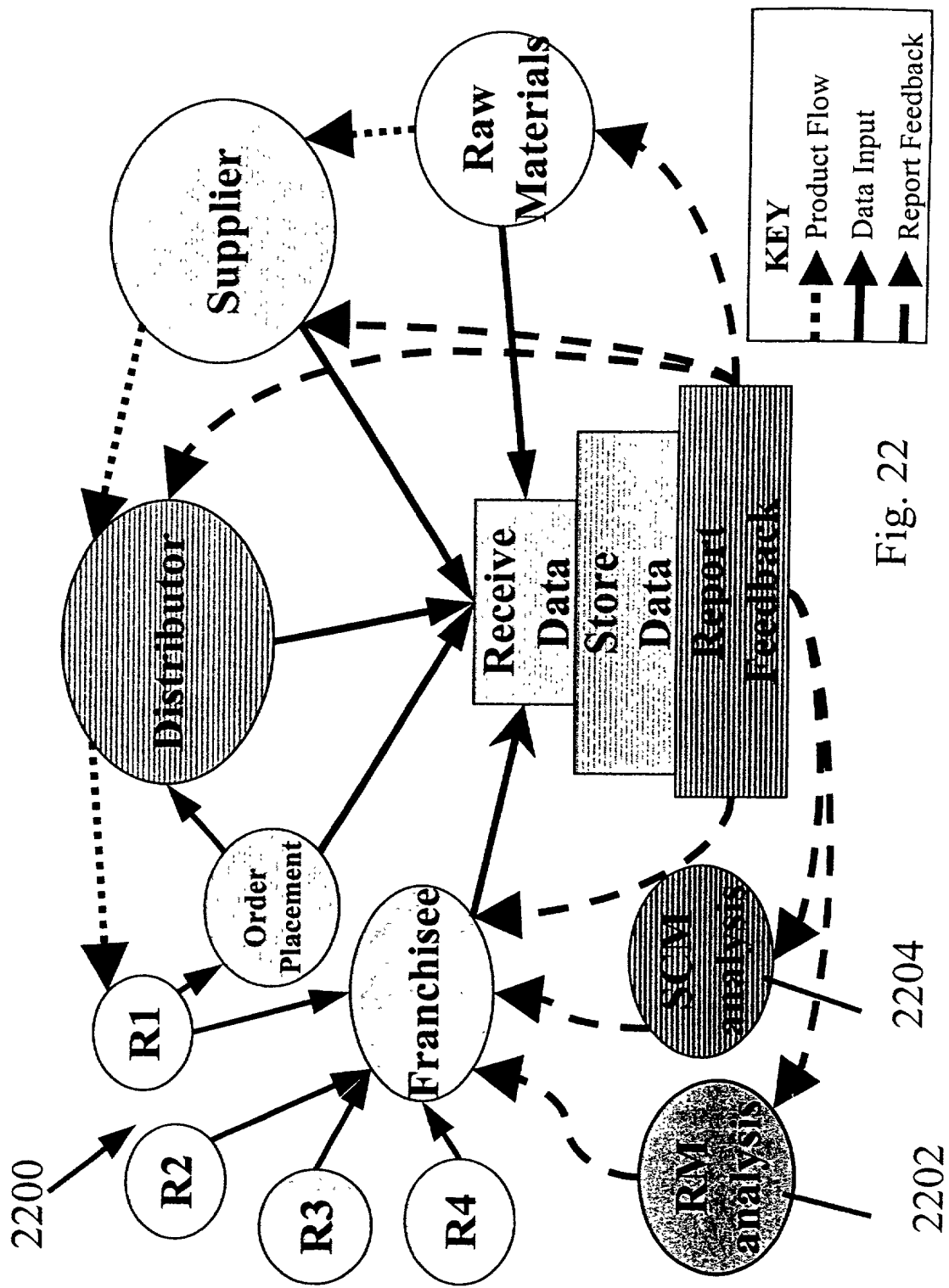
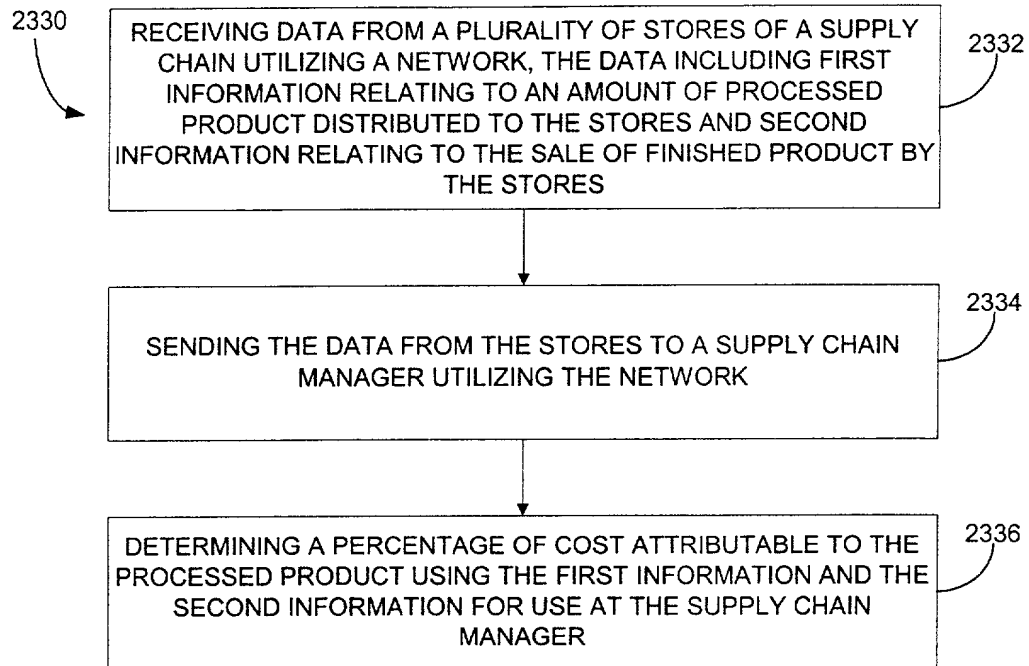


Fig. 22



**FIG. 23**



FIG. 24

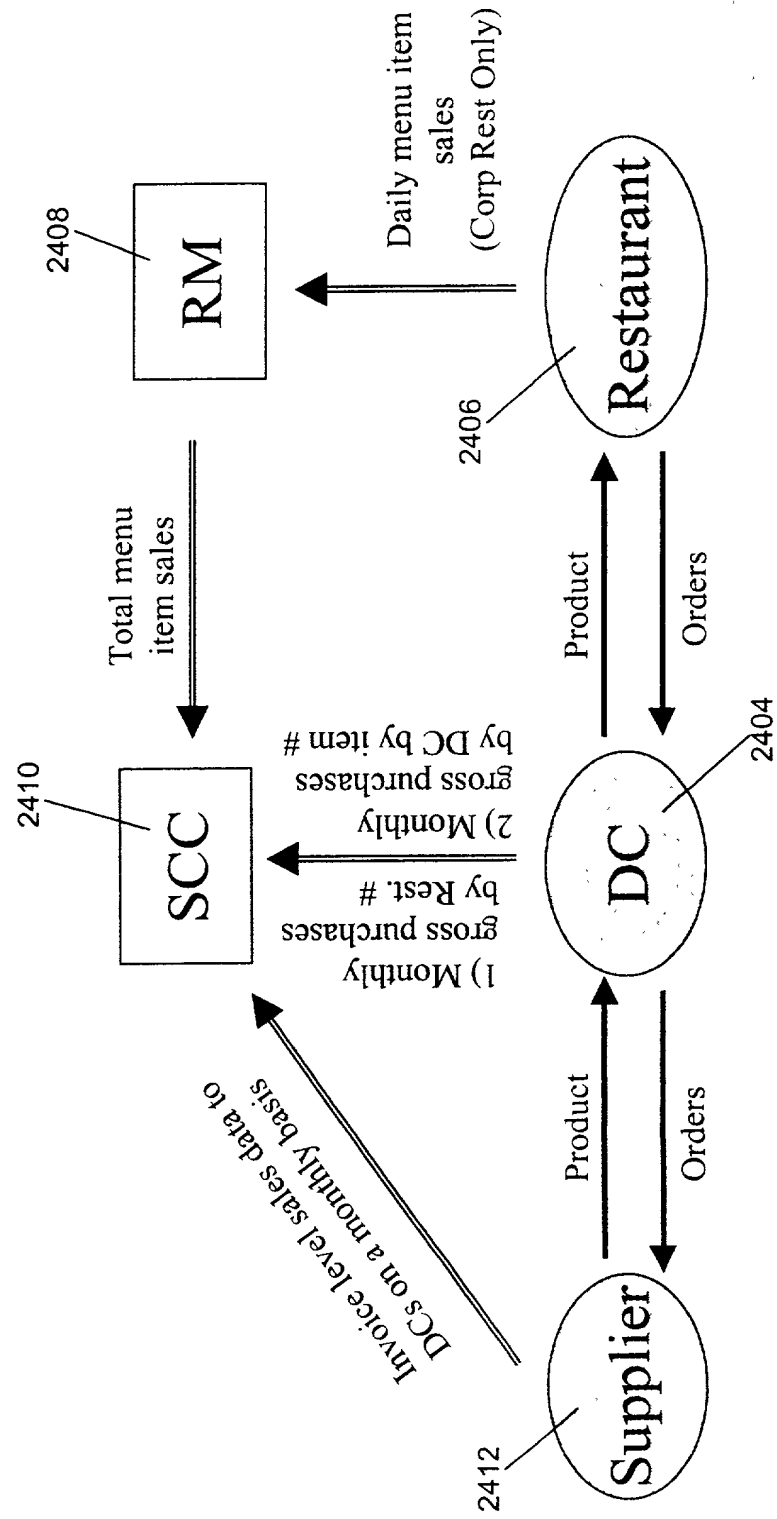
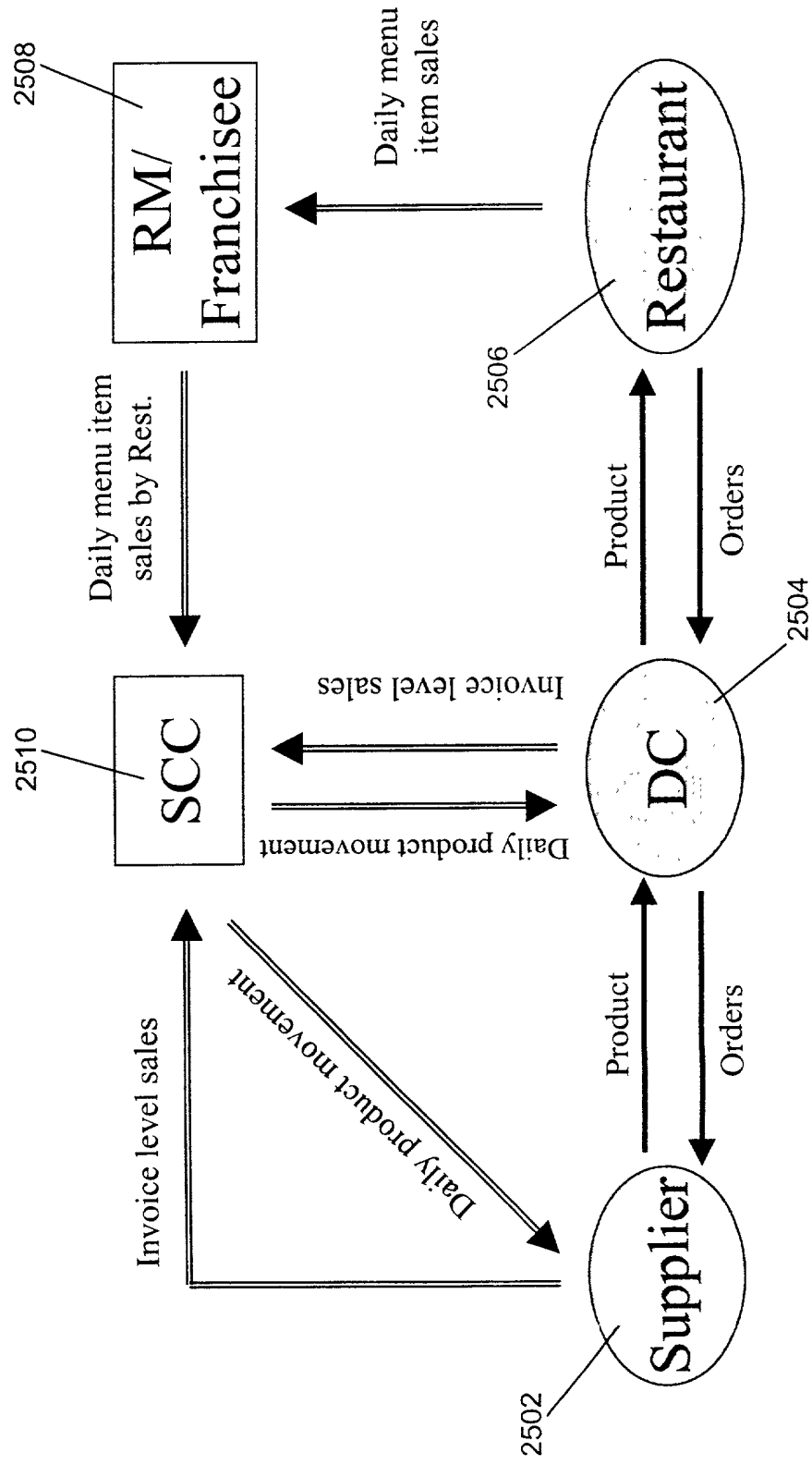


FIG. 25



# FIG. 26

2602

2604

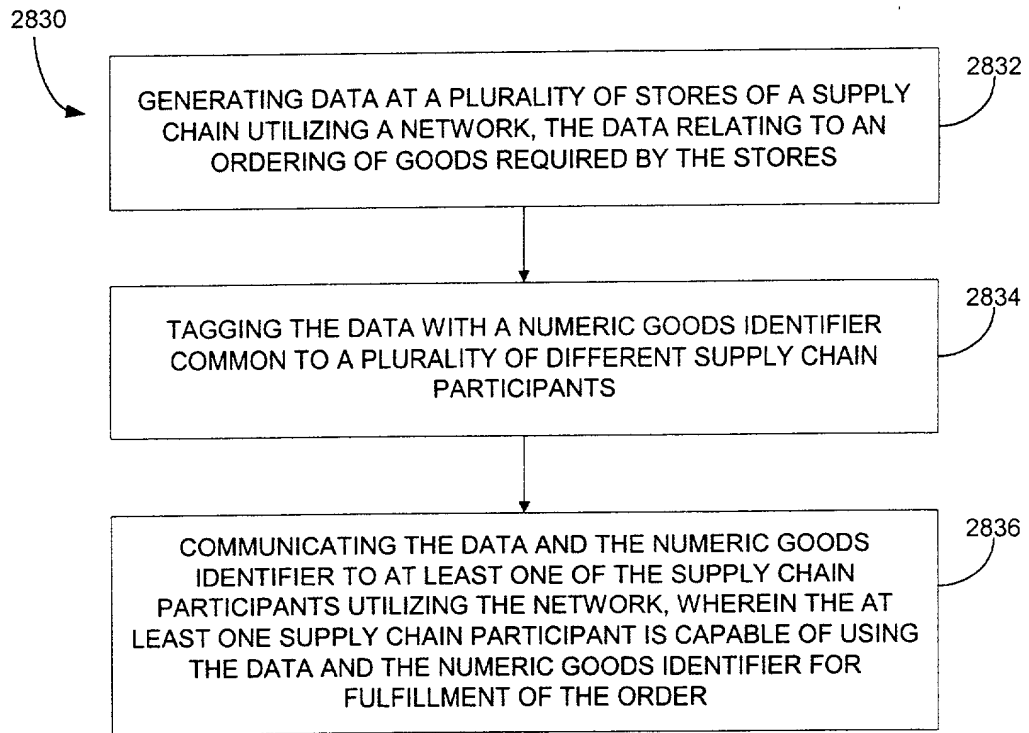
Sales Forecast Worksheet - System																
Week	History								Forecast							
	Q1	Q2	W-6	W-5	W-4	W-3	W-2	W-1	W+1	W+2	W+3	W+4	W+5	W+6	Q3	Q4
GRP's																
Ntn'l Marketing Theme																
Advertising Score																
Local Considerations																
Competition Index																
Weather Index																
Seasonality Index																
Sales History/Forecast Total (\$/store)																
Key Products by Menu Item (units/day/store)																
WHOPPERS	437	327	203	207	193	234	297	282	300	344	358	394	413	409	284	327
WHOPPERS W/CHEESE	208	172	143	140	135	155	196	172	163	172	179	196	206	204	143	164
YWVM WHOPPERS	805	723	701	692	623	760	921	829	900	943	829	912	958	948	707	813
etc.....																
Key Products by Inventory Item (cases/day/store)																
Beef-Whopper 4.0 oz	10.1	8.5	7.3	7.2	6.6	8.0	9.8	8.9	9.5	10.1	9.5	10.4	11.0	10.8	7.9	9.1
Cheese-American Sliced	0.3	0.2	0.2	0.2	0.2	0.2	0.3	0.2	0.2	0.2	0.2	0.3	0.3	0.3	0.2	0.2
Mayo-bulk	2.8	2.4	2.0	2.0	1.9	2.2	2.8	2.5	2.7	2.8	2.7	2.9	3.1	3.0	2.2	2.5
Pickles - Pail	1.8	1.5	1.3	1.3	1.2	1.4	1.7	1.6	1.7	1.8	1.7	1.8	1.9	1.9	1.4	1.6
Wrap Whopper	0.4	0.3	0.3	0.3	0.2	0.3	0.4	0.3	0.3	0.4	0.3	0.4	0.4	0.4	0.3	0.3
Ketchup- Bulk	1.9	1.6	1.4	1.4	1.2	1.5	1.8	1.7	1.8	1.9	1.8	2.0	2.1	2.0	1.5	1.7
Bun-Whopper 5" (dozen)	120.8	101.8	87.3	86.6	79.3	95.8	117.8	106.9	113.6	121.6	113.8	125.2	131.4	130.1	94.5	108.7
Lettuce - shredded	3.4	2.9	2.5	2.4	2.2	2.7	3.3	3.0	3.2	3.4	3.2	3.5	3.7	3.7	2.7	3.1
Tomatoes	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
Onions - sliced	4.5	3.8	3.3	3.2	3.0	3.6	4.4	4.0	4.3	4.6	4.3	4.7	4.9	4.9	3.5	4.1
etc																

2600

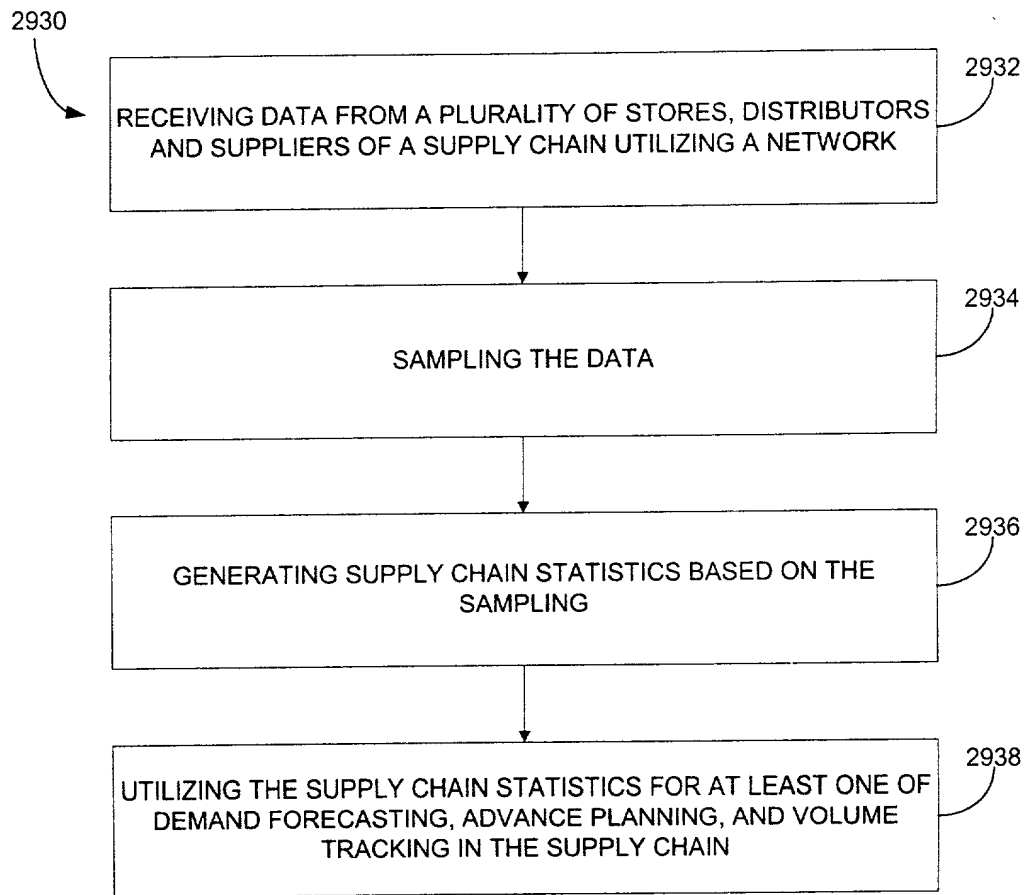
2602

2604





**FIG. 28**



**FIG. 29**

ORDER DATE: 06/01/2000 ORDER TIME: 09:00 AM ORDER TYPE: NEW ORDER NO: 3000

3000

Distribution Center: Alliant Topeka

Time Period (Month/Yr): Jun-00

**Delivery Order Fill Rate**

Total Cases Ordered: 65712

3002

Operations:									
Cases:	154	0.23%	68	0.10%	62	0.09%	284	0.43%	568
Percent									0.86%

3004

Purchasing:									
Cases:	990	1.51%	70	0.11%			1060	1.61%	
Percent:									

Distribution Center Total:	Cases	Percent
Operations:	568	0.86%
Purchasing:	1060	1.61%
Grand Total:	1628	2.48%

Delivery Order Fill Rate: 97.52%

**On-Time Delivery Rate**

Total # of Deliveries:	1232
# of On-Time Deliveries:	
On-Time Delivery Rate:	0.00%

**Perfect Order Rate**

Total # of Deliveries:	1232
Total # of Perfect Orders:	725
Perfect Order Rate:	58.85%

FIG. 30

# Alliant - Monthly DC Data Feed Performance August 2000 Mock Report

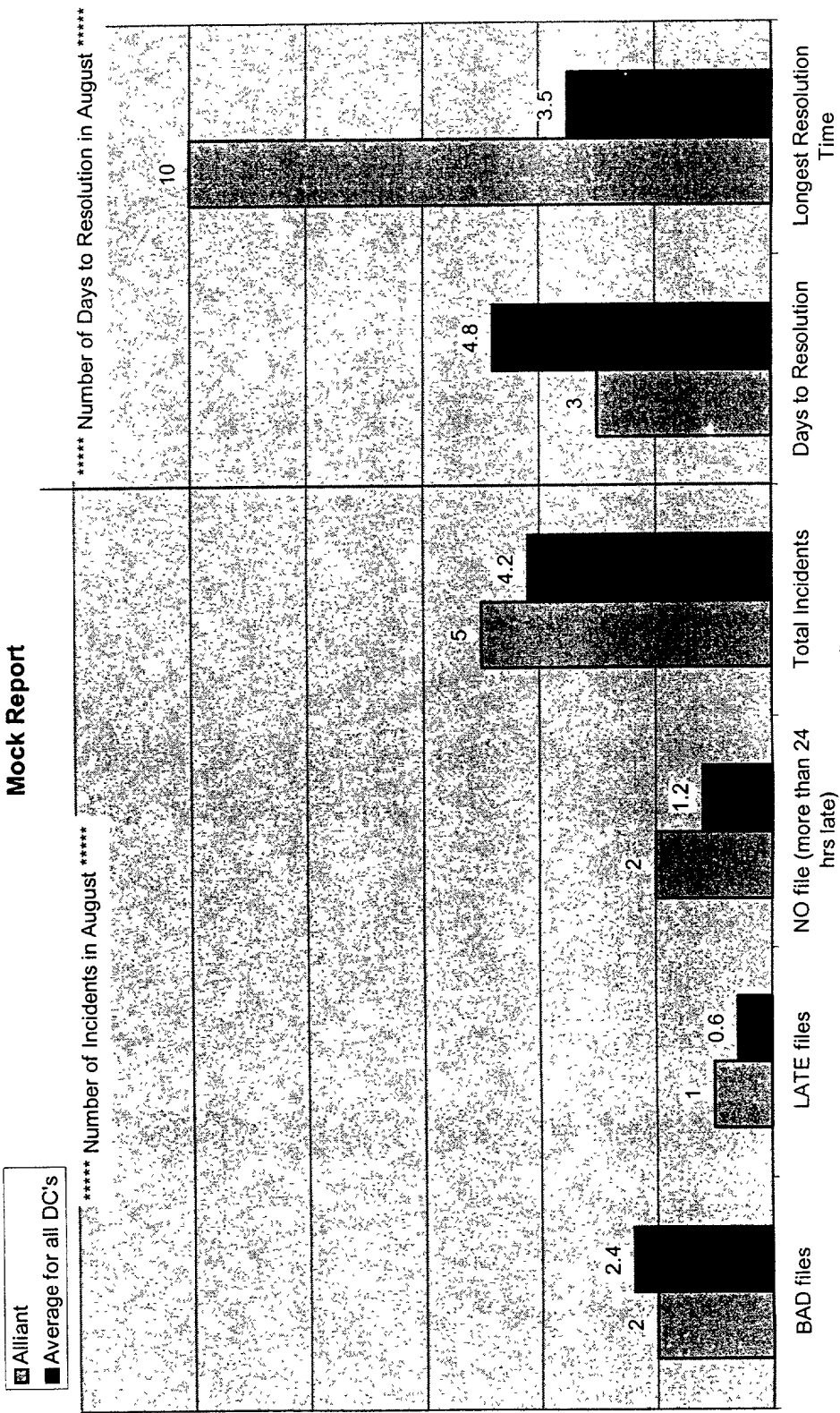


FIG. 31



3200



# Service Level Reporting

August

	Fill Rate	On - Time	Perfect Order
Alliant-Paducah	99.14%		
Alliant-Topeka			
Alliant Wixom	99.05%		
King-Atlanta	99.34%		78.70%
King-Jacksonville			
King-Louisville			
Maines 29, Conklin	99.41%		79.25%
Maines 30, Cleveland			
Maines Long Island	99.41%		
Maines New England			79.83%
MBM Fullerton	99.13%		#DIV/0!
MBM Lewisville			#DIV/0!
MBM Orlando			#DIV/0!
MBM Rocky Mount	99.13%		
McCabe's			
McLane Lubbock	#DIV/0!	#DIV/0!	#DIV/0!
Nicholas & Co.			
PFD Supply	99.16%		
PFG Victoria	99.42%	#DIV/0!	
PYA/Monarch	99.20%		
Reinhart-Cedar Rapids	99.05%		
Reinhart-Oak Creek	99.31%		
Reinhart-Rogers			
Restaurants NW	99.03%	99.07%	80.17%
Shamrock Commerce City		94.88%	85.13%
Shamrock Phoenix	98.81%	94.88%	
Sygma Harrisburg			
Sygma Stockton			
Sysco			

	Fill Rate	On - Time	Perfect Order
BKC Min	98.50%	90.00%	78.00%
RSI Min	99.50%	90.00%	80.00%

OK
Didn't meet RSI Min
Didn't meet BK Min

FIG. 32

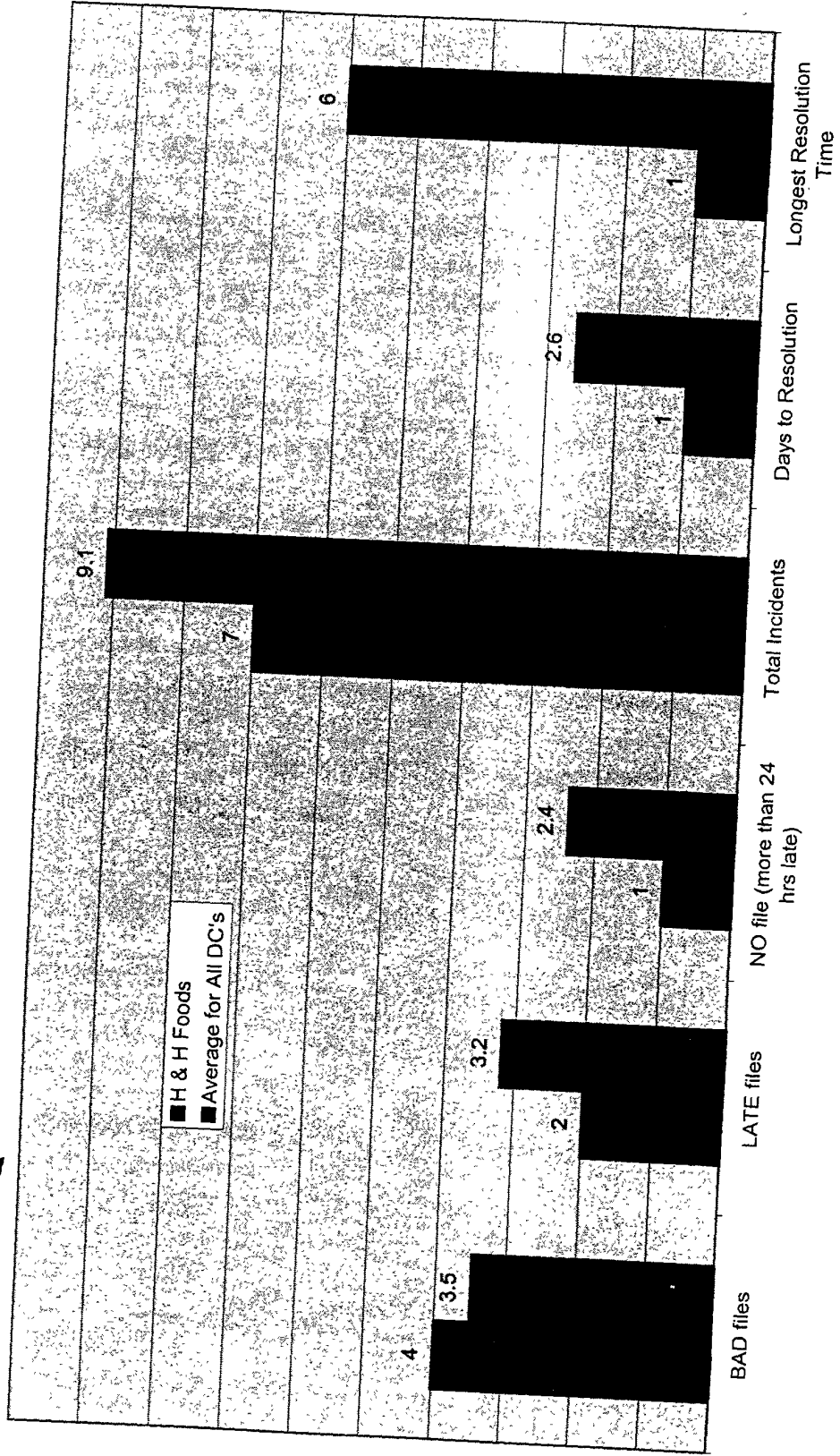


4490607603460

FIG. 34

H & H Foods - Monthly Supplier Data Feed Performance  
August 2000  
Mock Report

3400 →





3500

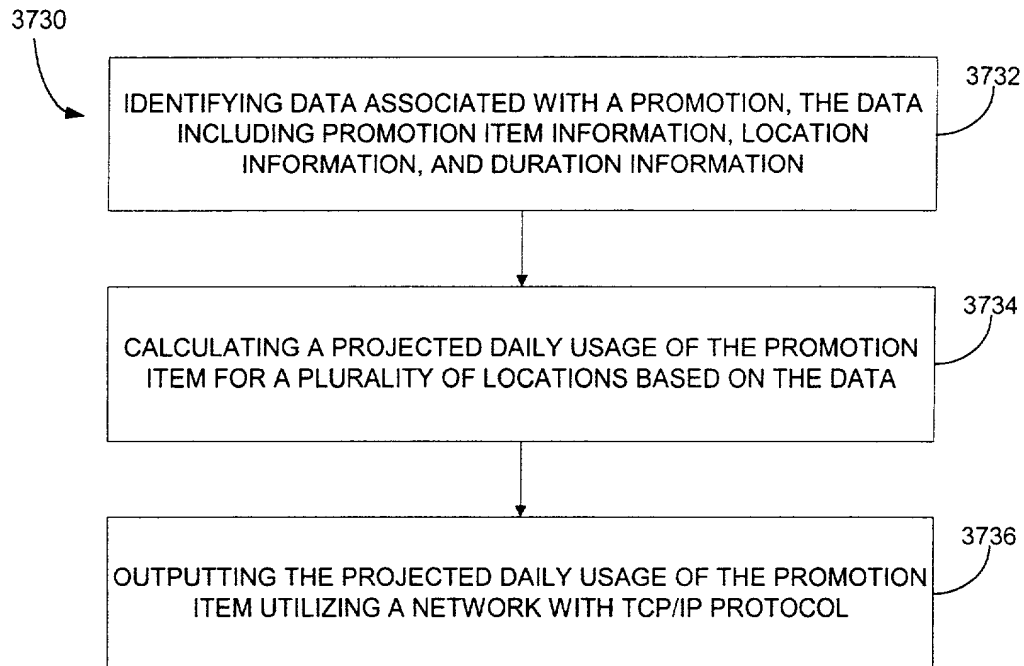
# FIG. 35 Service Level Reporting November - Mock Report

	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
GOODIES			
COMARK INSTRUMENTS, INC.			
WHITEFORD FOODS, INC.			
LEPAGE BAKERY / COUNTRY KITCHEN			
NCR-SYSTEMEDIA			
SIGNATURE MEATS GROUP			
SCHWEBEL'S BAKING CO			
MAUI CUP			
MIRA PLASTICS			
DIXIE PRODUCE & PACKAGING			
NOR-LAKE, INC.			
FORT JAMES OPERATING COMPANY			
FRESH ADVANTAGE, KC			
SILVER KING - MN - CORP			
TYSON FOODS			
READY ACCESS			
GEORGIA PACIFIC TISSUE			
CLOUGHERTY PACKING			
BEVERAGE - AIR			
COMPONENT HARDWARE GROUP, INC			
COCA - COLA USA			
TOASTMASTER			
GRANT COUNTY FOODS			
FRESH EXPRESS			
TAYLOR FARMS			
MODULAR DISPENSING SYSTEM			
CENTURY PRODUCTS, LLC			
ROSE PACKING COMPANY			

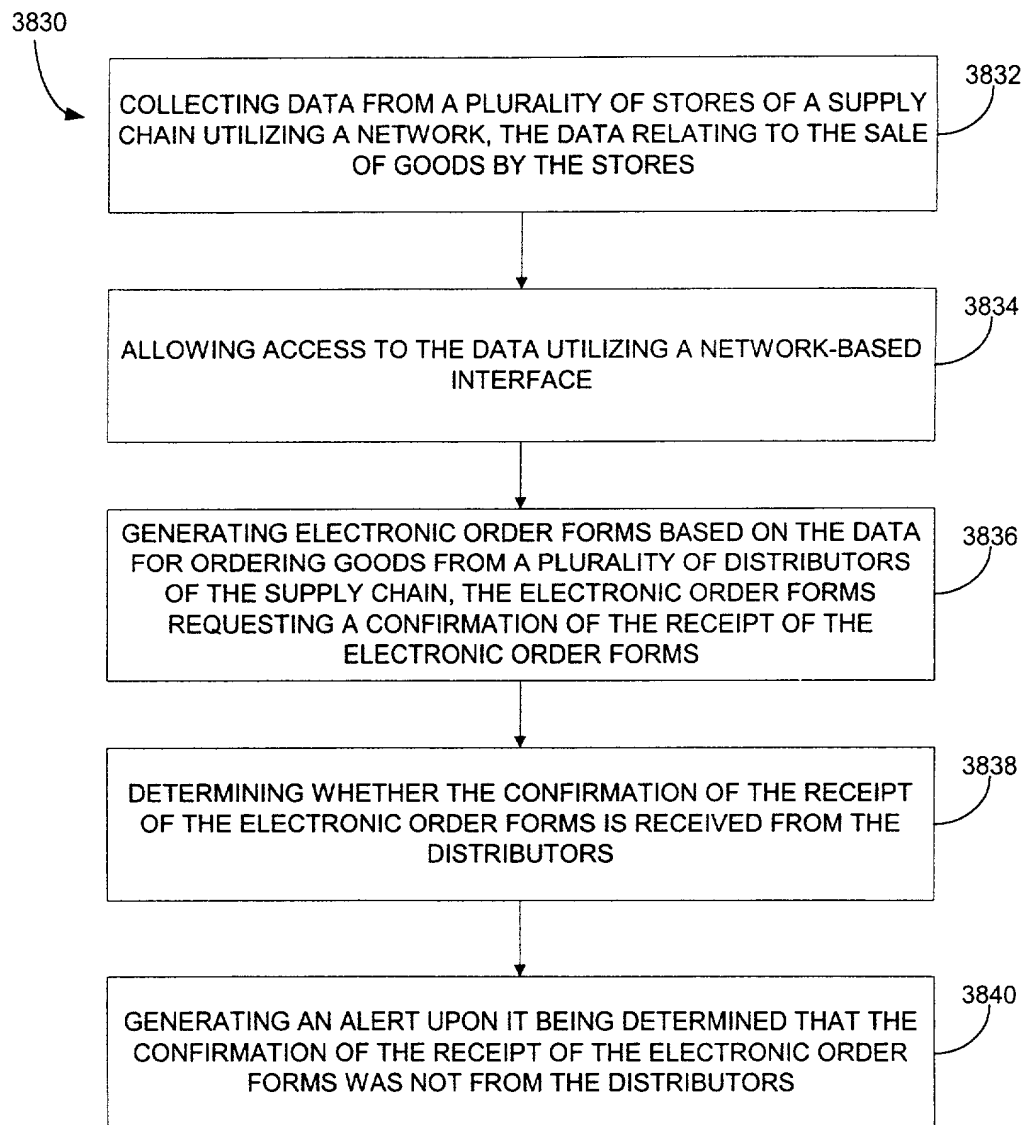
	Monthly Total Overcharge	Perfect Order Percentage	Monthly Carrying % Invoice FOB
RSI Min	\$5,000.00	92.00%	3.00%

OK
Didn't meet RSI Min.

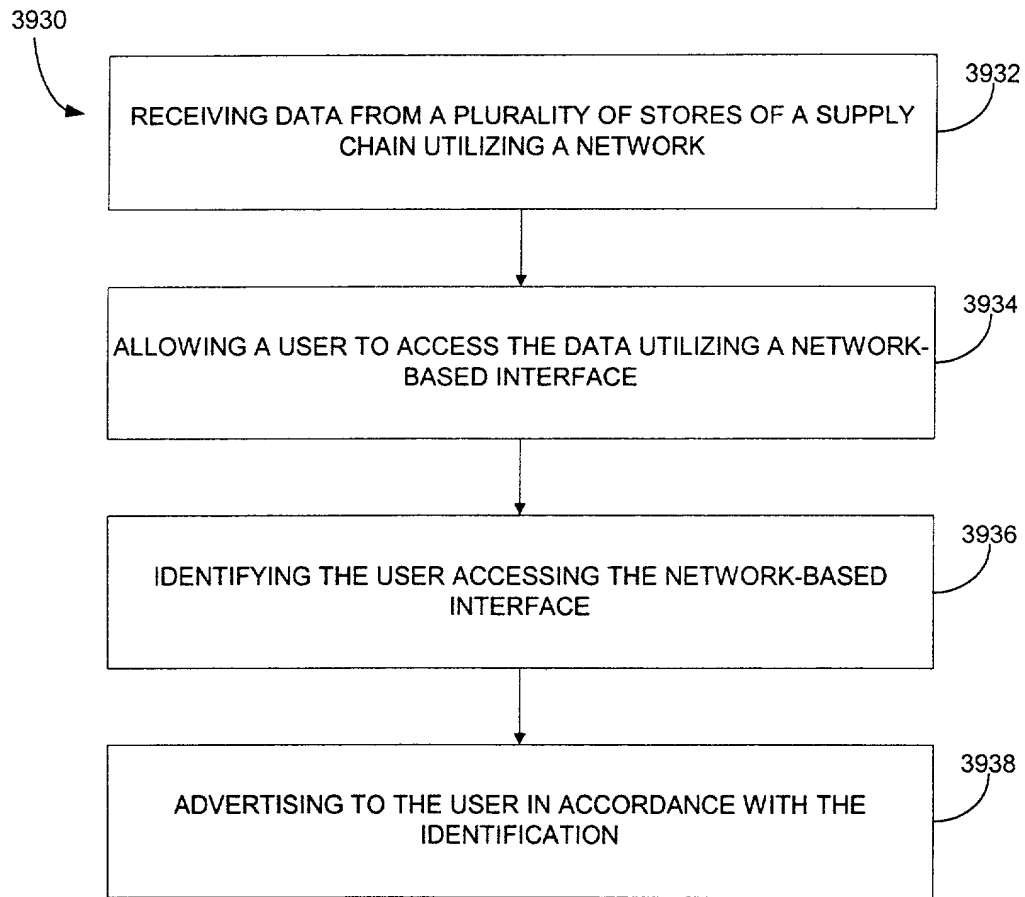




**FIG. 37**

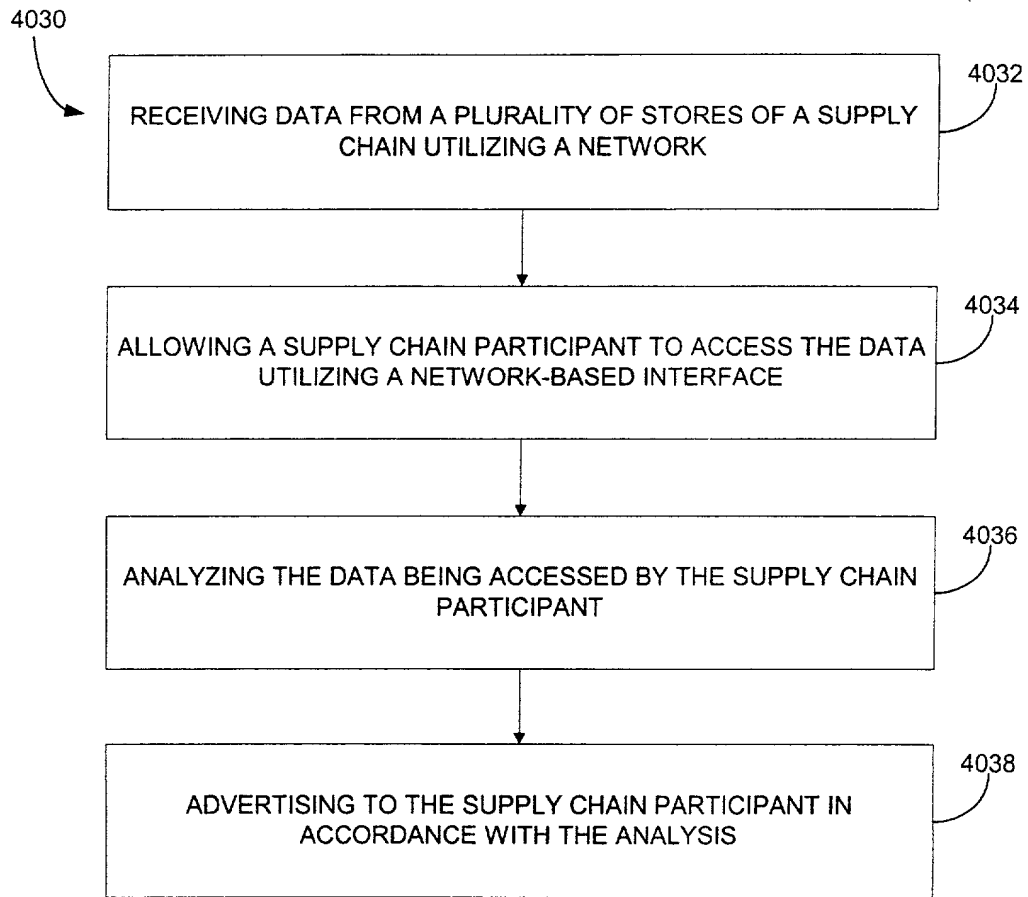


**FIG. 38**

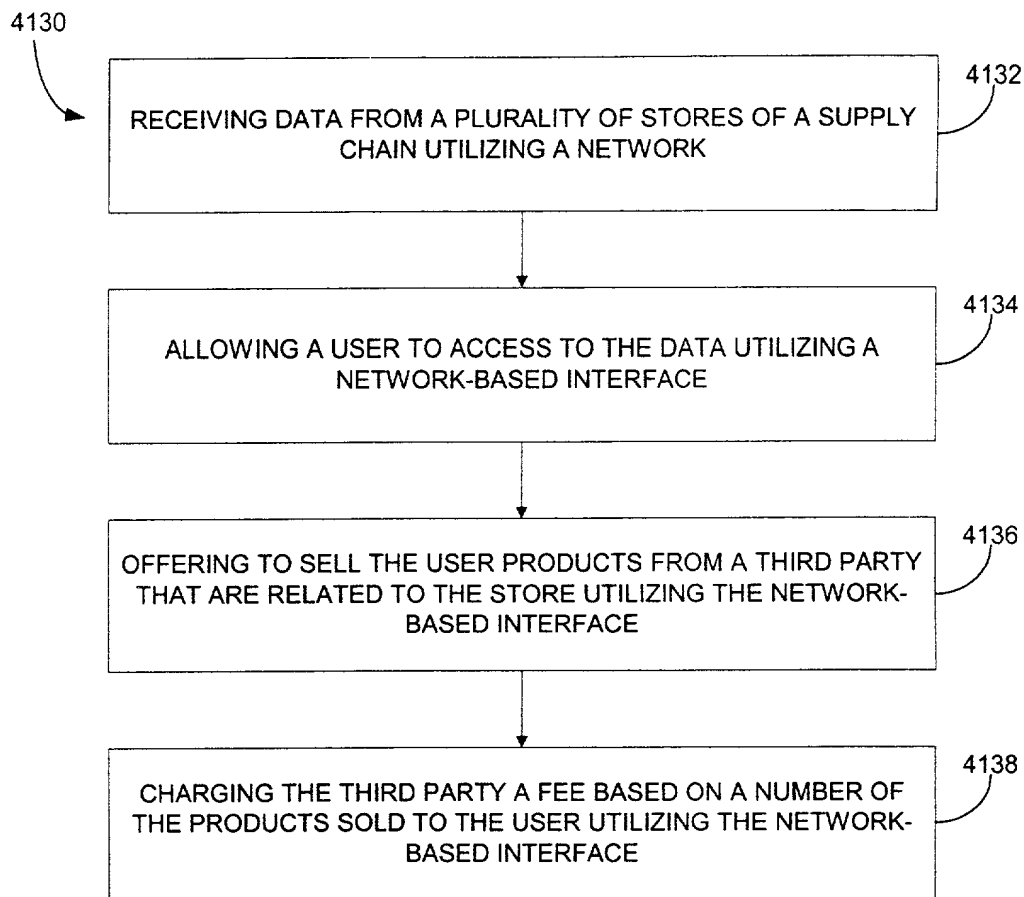


**FIG. 39**

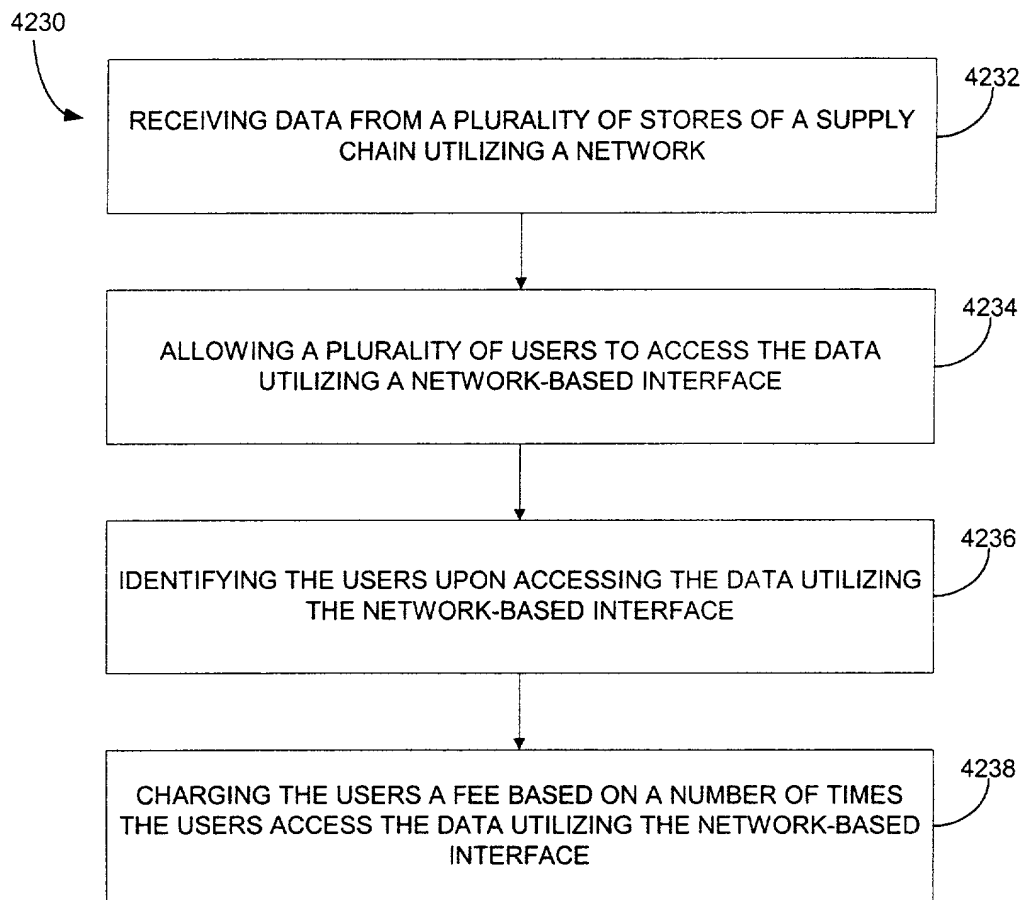




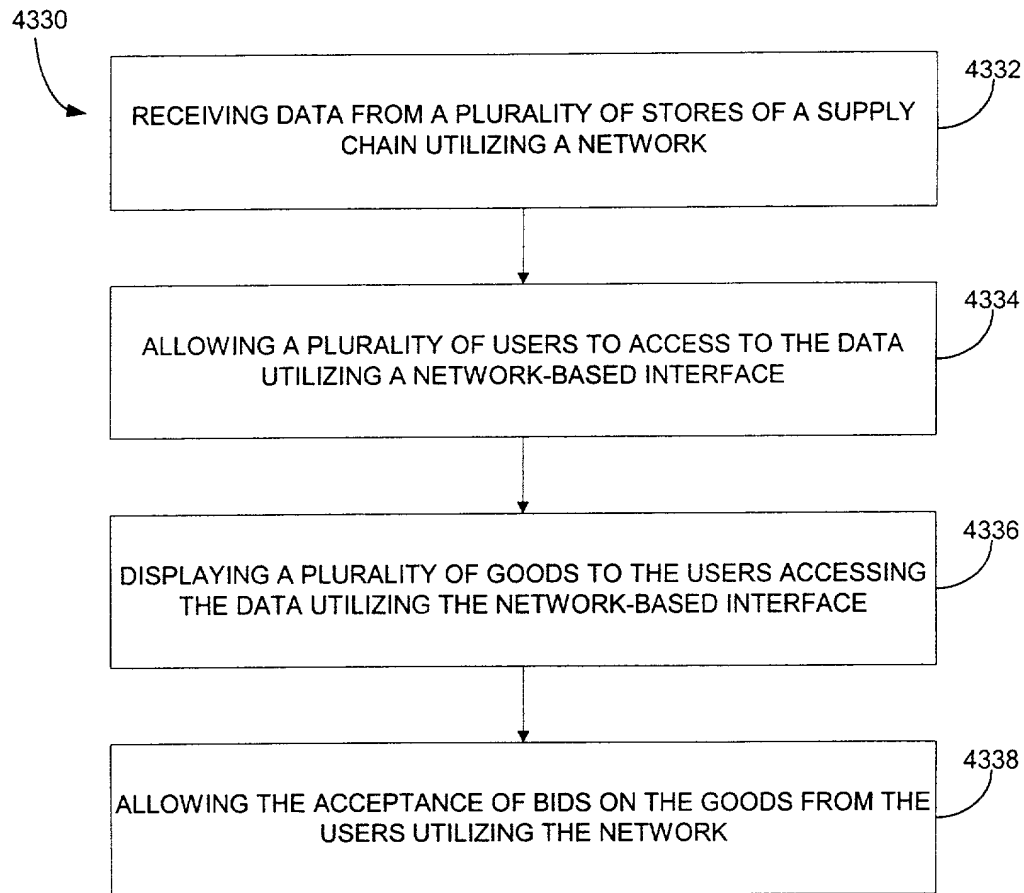
**FIG. 40**



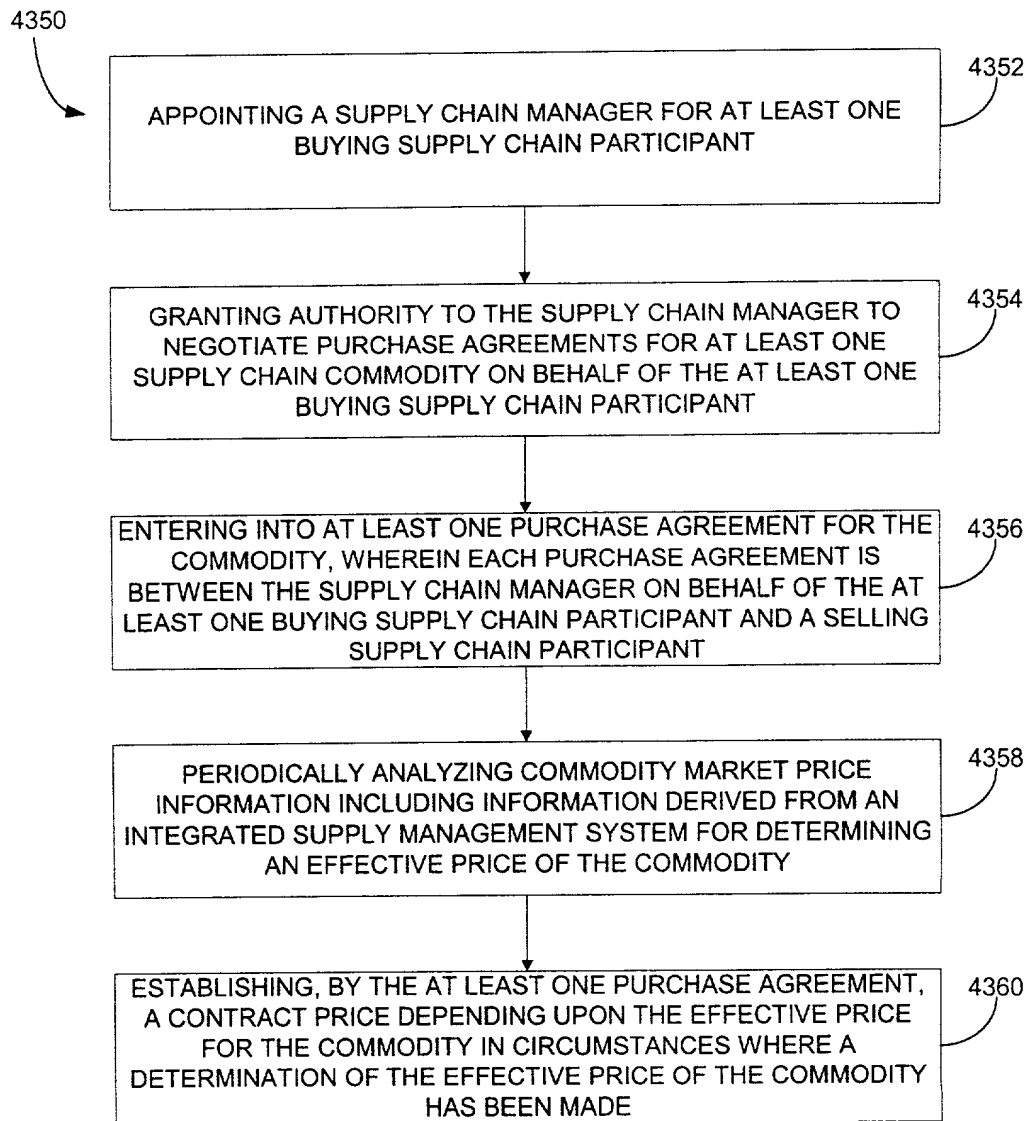
**FIG. 41**



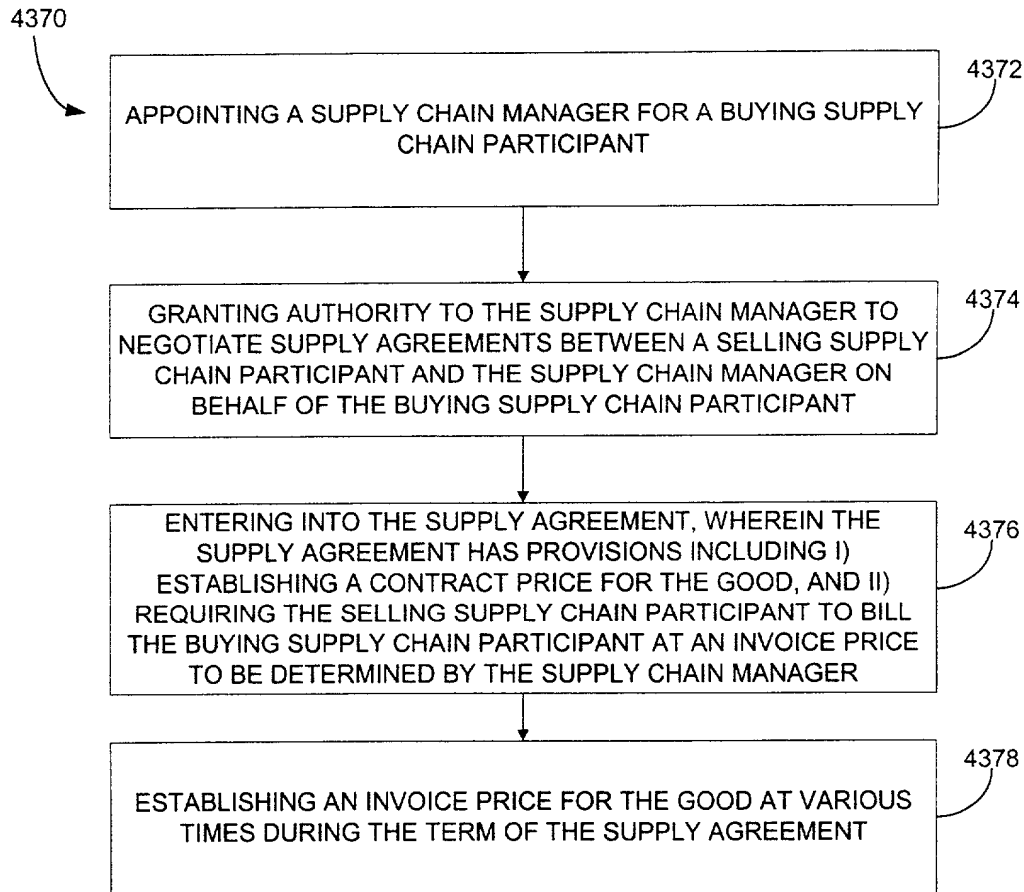
**FIG. 42**



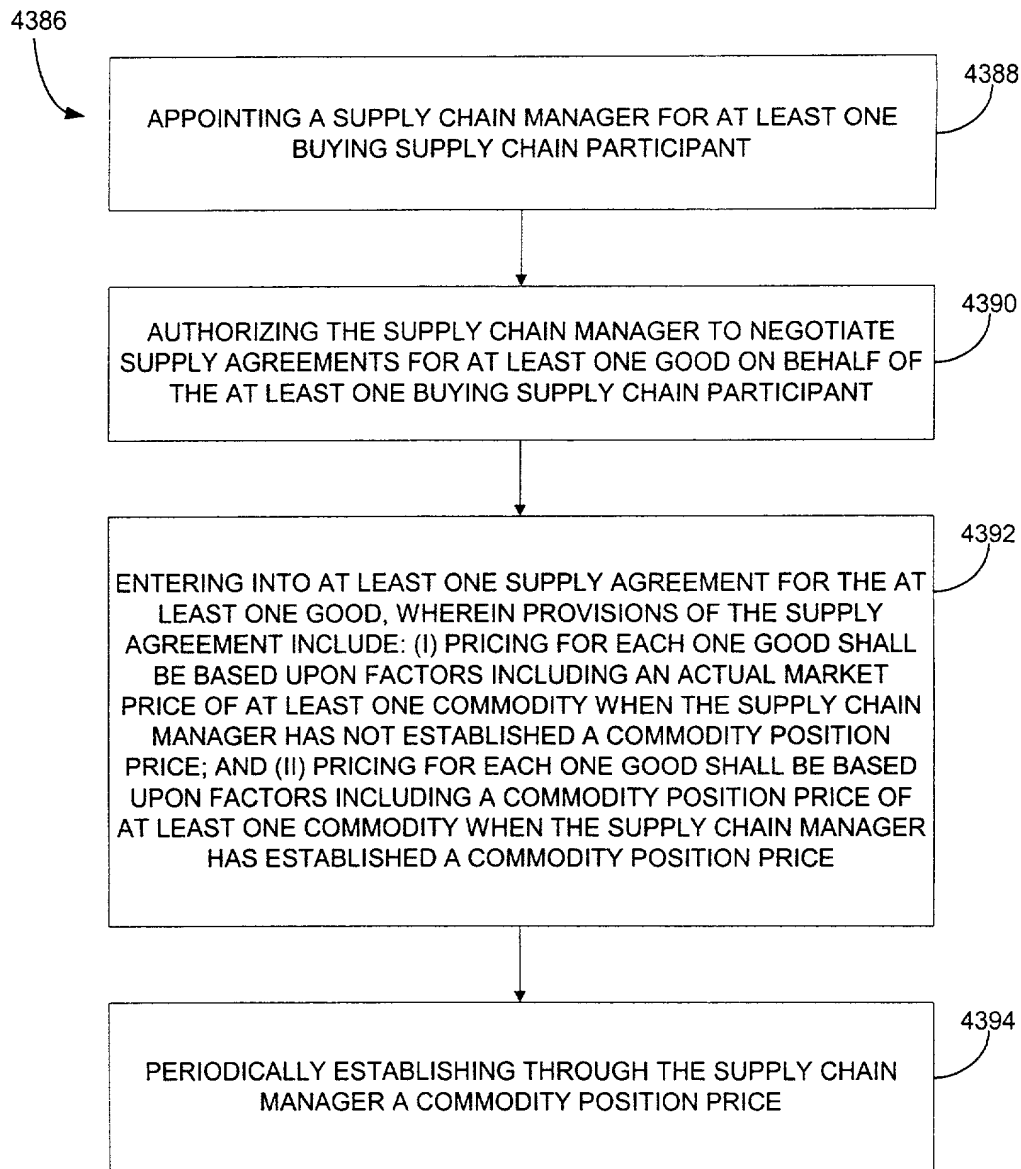
**FIG. 43A**



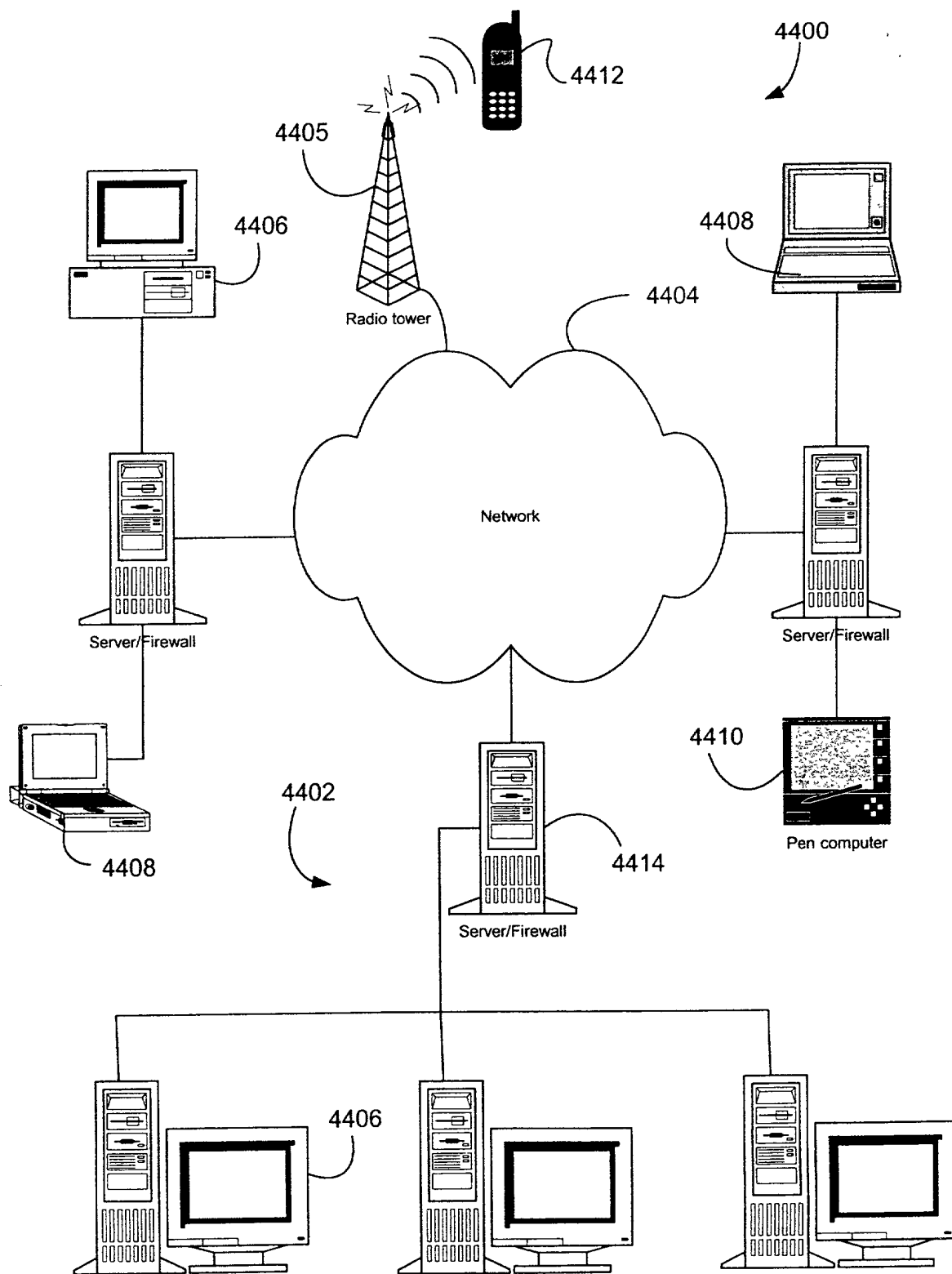
**FIG. 43B**



**FIG. 43C**



**FIG. 43D**



**FIG. 44**



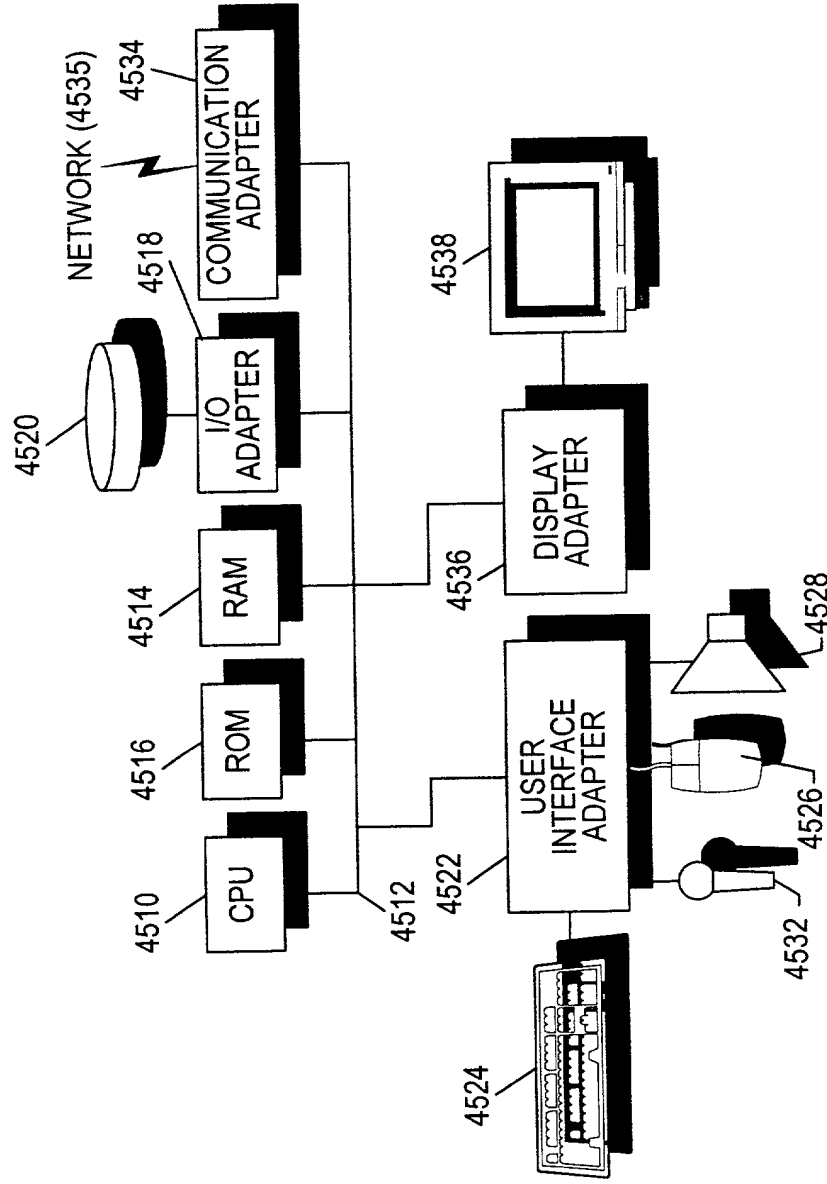
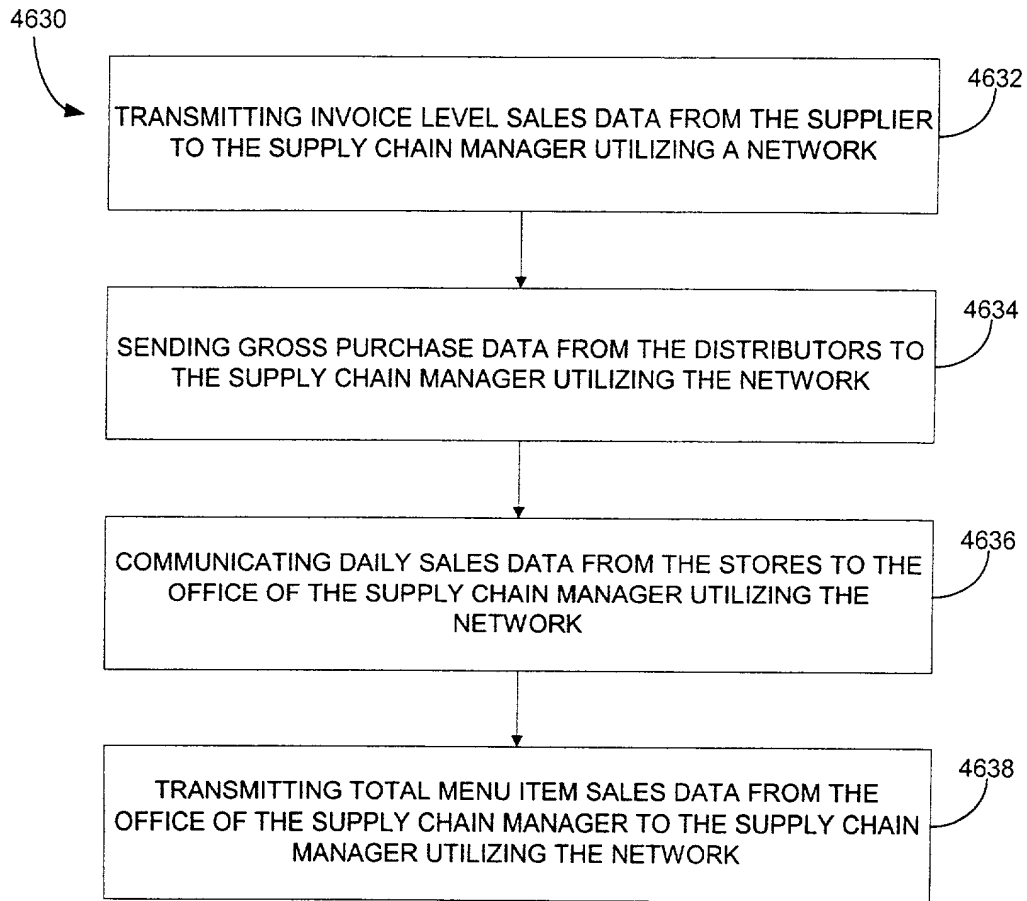
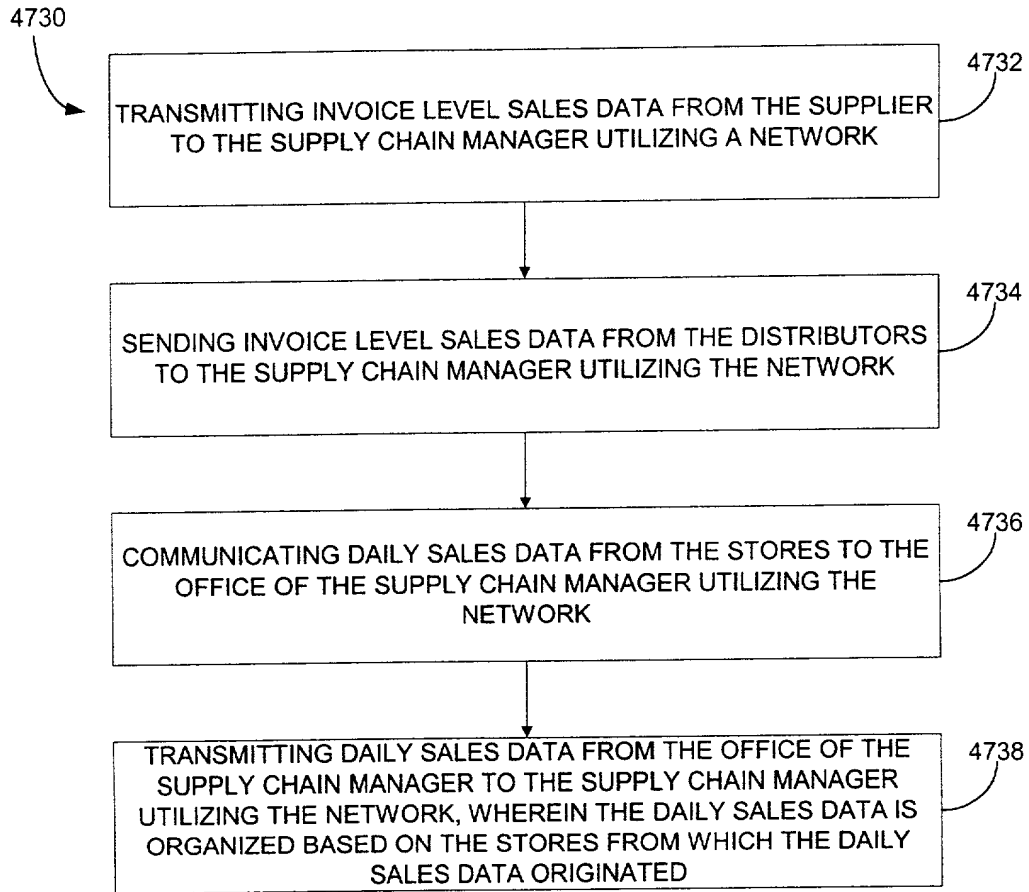


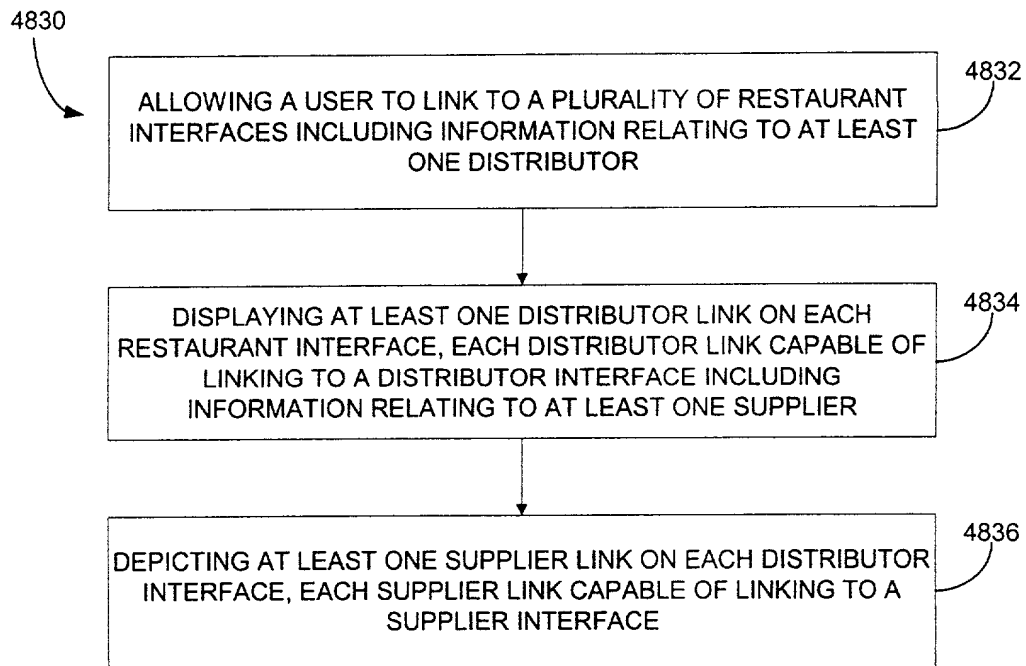
FIG. 45



**FIG. 46**



**FIG. 47**



**FIG. 48**



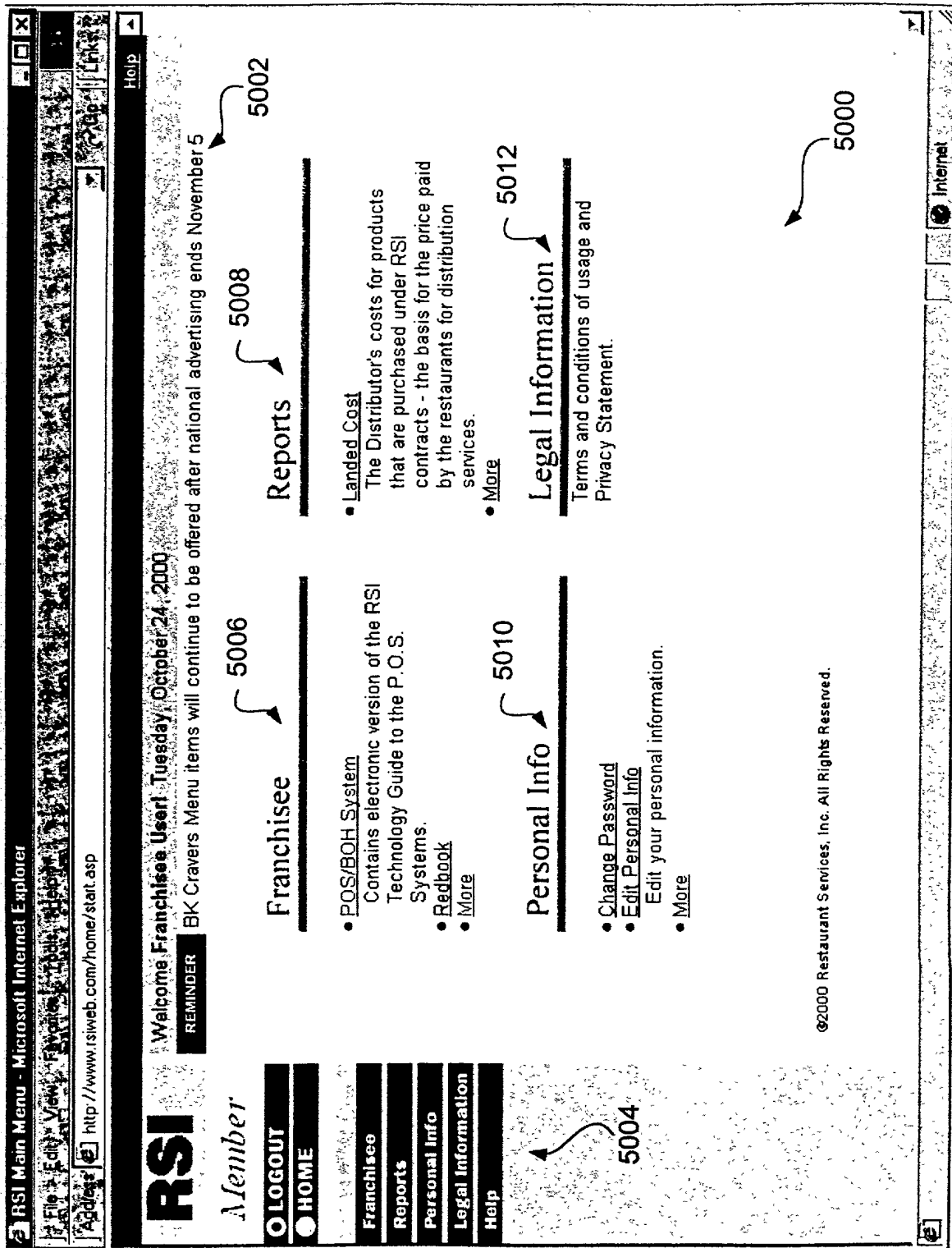
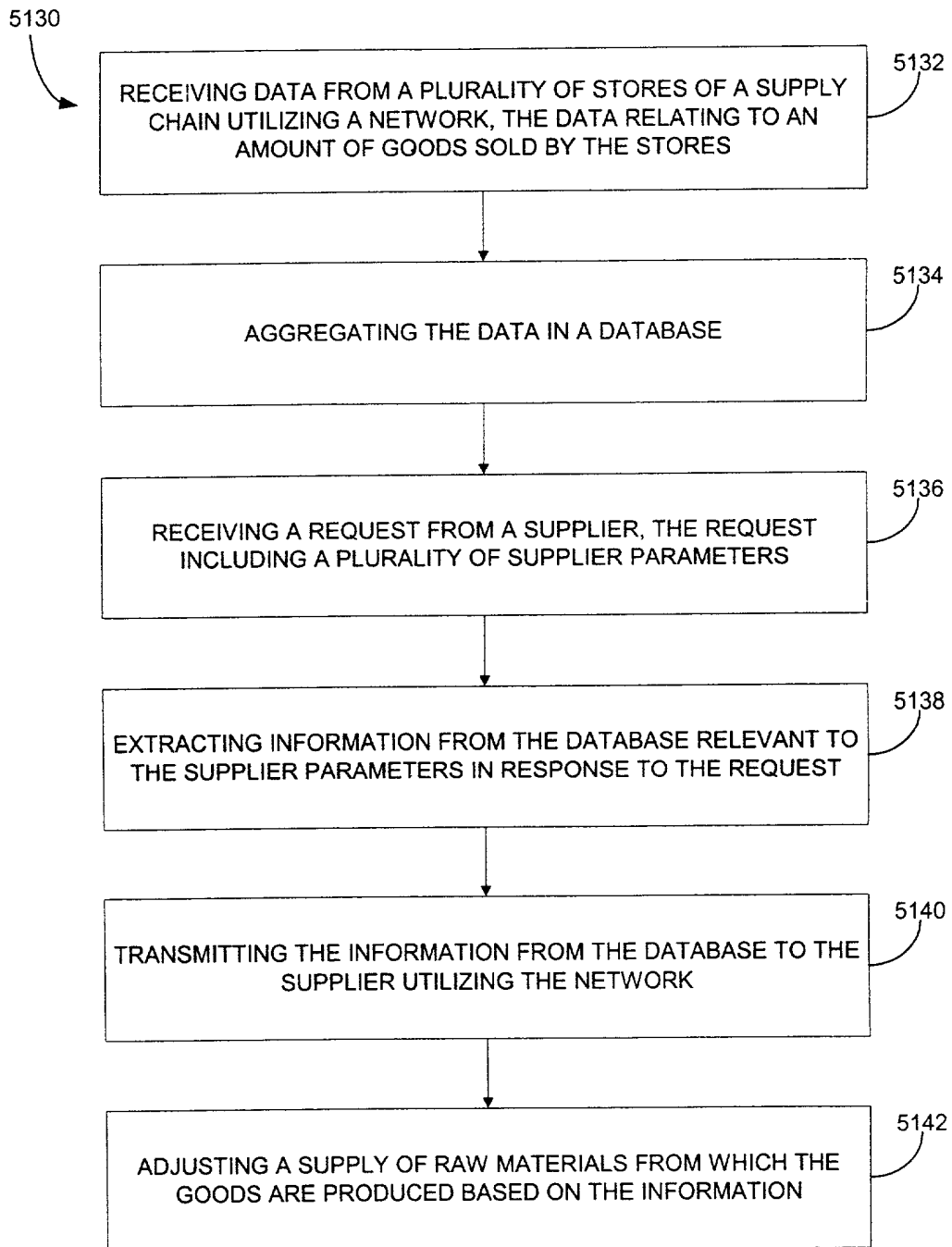
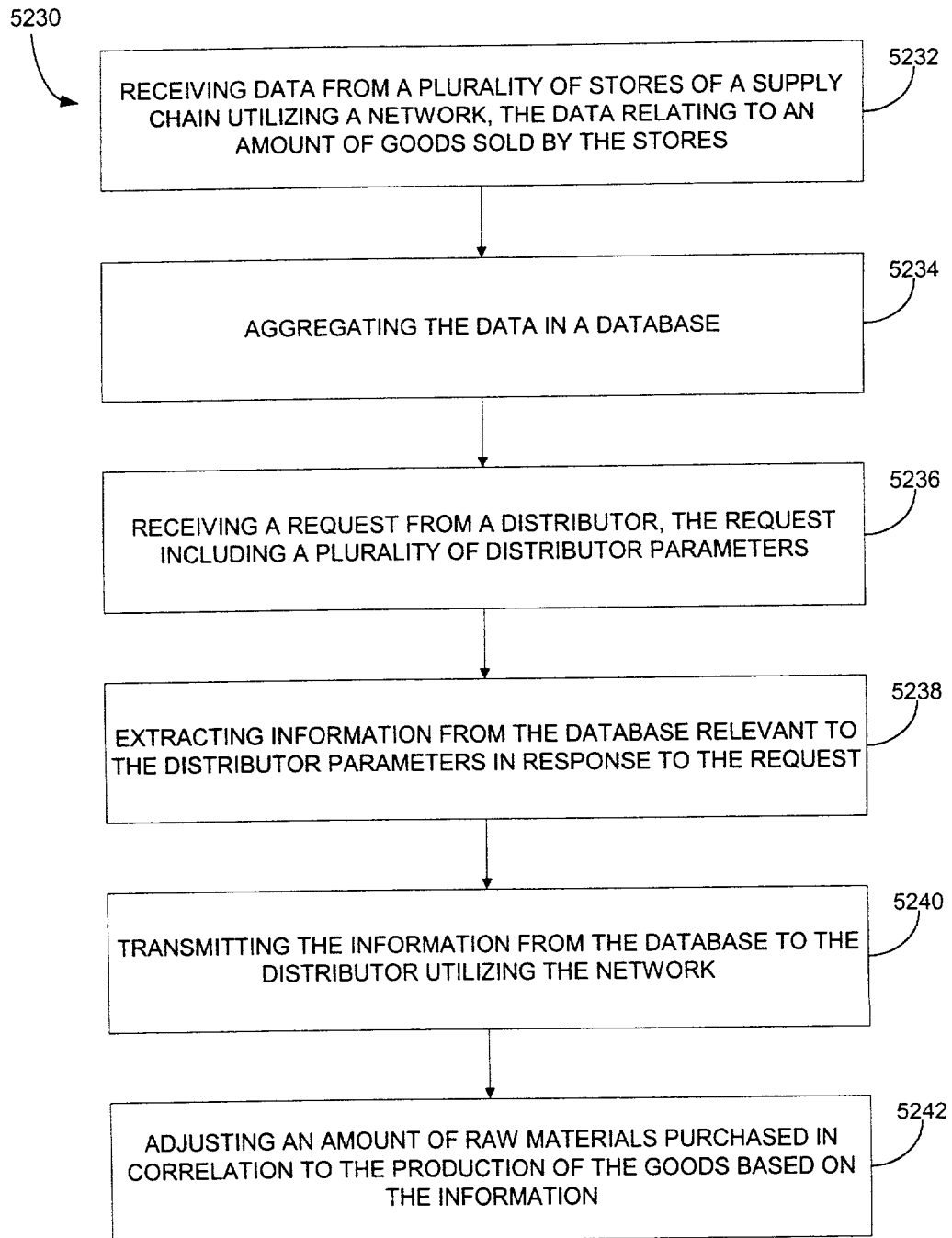


FIG. 50



**FIG. 51**



**FIG. 52**

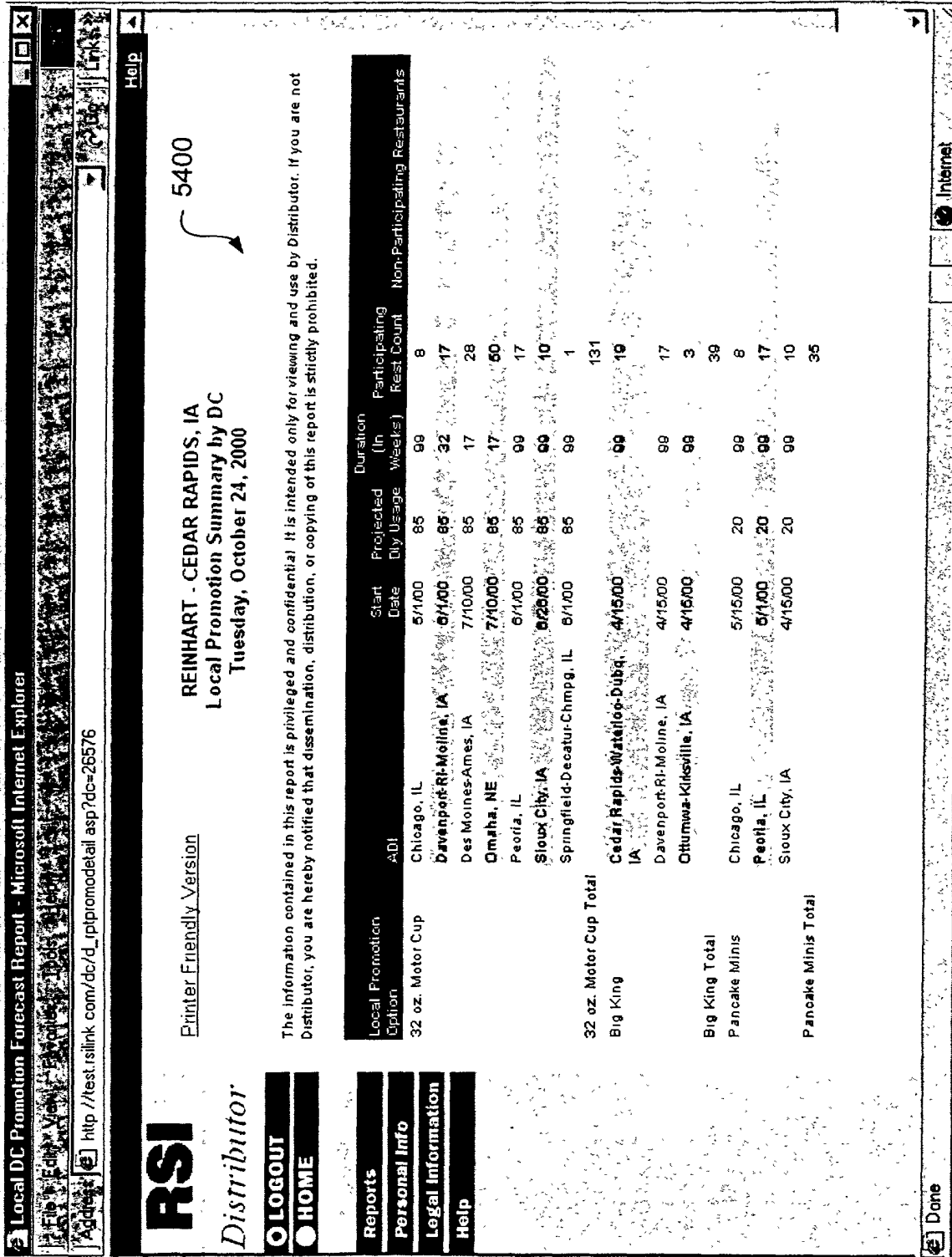


Distribution Company: REINHART FOODSERVICE  
Distribution Center: REINHART - CEDAR RAPIDS, IA

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		14 Day Rolling Total Cases														Week Ending Total	
DC Item No	Item Description	% Chg 14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	
19086	SAUCE: BBQ BULK BULLSEYE	0.00%	19	21	23	18	16	16	16	15	14	21	21	15	13	13	109
20788	MUSTARD: BULK BK	0.00%	12	19	20	16	14	14	14	13	14	19	19	16	15	14	110
24340	MAYONNAISE: BULK BK	0.00%	134	197	211	173	166	164	154	153	160	200	206	175	155	151	1184
24986	STRAW: WRAPPED 7.75" BK	0.00%	21	33	34	27	25	24	24	24	24	34	33	27	24	24	189
26318	FORK: WRAPPED BULK BK	0.00%	10	11	12	10	6	6	8	9	11	12	11	10	9	9	70
25462	KNIFE: WRAPPED BULK BK	0.00%	3	3	3	3	2	2	2	2	3	3	3	3	2	2	18
27082	KETCHUP: BULK BAG IN BOX	0.00%	89	134	142	116	104	102	101	101	100	136	139	116	106	102	706
27690	KETCHUP PACKETS 10g BK	0.00%	127	194	205	160	143	142	139	144	144	197	197	160	142	140	1112
																	Internet

FIG. 53



**FIG. 54**

**RSI**

Supplier

LOGOUT

HOME

Reports

Personal Info

Legal Information

Help

POS Implied Daily Usage - Supplier

Supplier TYSON FOODS

Retrieve

5500

Printer Friendly Version

POS Implied Daily Usage - Supplier

Tuesday, October 24, 2000

Supplier: TYSON FOODS

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		14 Day Rolling (Total Cases)														Week Ending Total								
FOB Point	DC	RSI Item No	Item Description	% Chg 14 Day Avg	10/23	10/22	10/21	10/20	10/19	10/18	10/17	10/16	10/15	10/14	10/13	10/12	10/11	10/10	10/9	10/2	9/25	9/18	9/12	
TOTAL																								
Total of DC Locations																								
		6	CHICKEN-PATTY	0.00%		90	137	144	111	100	98	95	100	134	137	125	100	100	700	774	786	781		
		7	CHICKEN-BK BROILER	0.00%		35	51	60	48	45	43	43	40	53	60	48	45	41	330	327	354	344		
		8	CHICKEN-TENDERS	0.00%		222	335	337	295	240	229	225	245	346	316	255	228	223	1,815	1,808	1,418	1,418	1,203	
			CHICKEN																					

Internet

FIG. 55

*Member*

HOME

**Help**

5600

## Retrieve

Printer Friendly Version

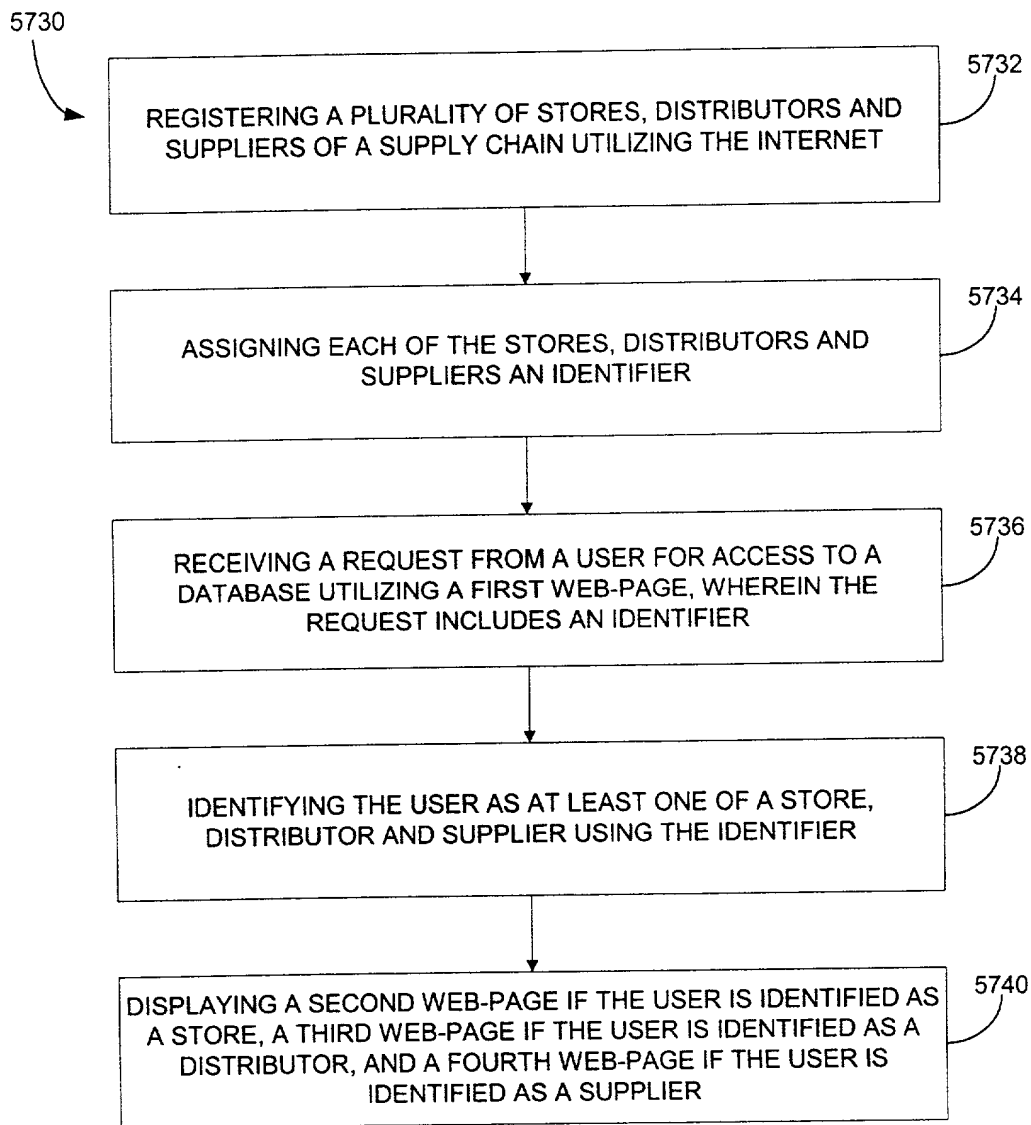
Distribution Center REINHART - CEDAR RAPIDS, IA

Report Contact: Robert Harris  
Contact Number: 305-529-3409

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DC Item No	RSI Item No	RSI Item Description	DC Cost	Markup	Rest Cost
10340	4439	REGISTER TAPE-THERMAL 2.25" X 106'	\$21.27	\$1.57	\$22.84
12860	3586	SUGAR SUBSTITUTE-PINK PKT 2000 CT	\$5.87	\$1.57	\$7.44
18986	369	SAUCE-BULK-KRAFT BULL'S EYE	\$24.48	\$1.57	\$26.05
19432	4473	COFFEE-FOLGERS REGULAR	\$44.50	\$1.57	\$46.07
20788	67	MUSTARD-BULK-30AL	\$6.46	\$1.57	\$8.02
20940	4281	WRAP-LOCAL OPTION	\$29.78	\$1.57	\$31.35
24340	68	SAUCE-BULK MAYONNAISE	\$7.81	\$1.57	\$9.38
24600	4270	WATER-ICE MOUNTAIN .5L	\$6.41	\$1.57	\$7.98
				Internet	

**FIG. 56**



**FIG. 57**

5804

5802

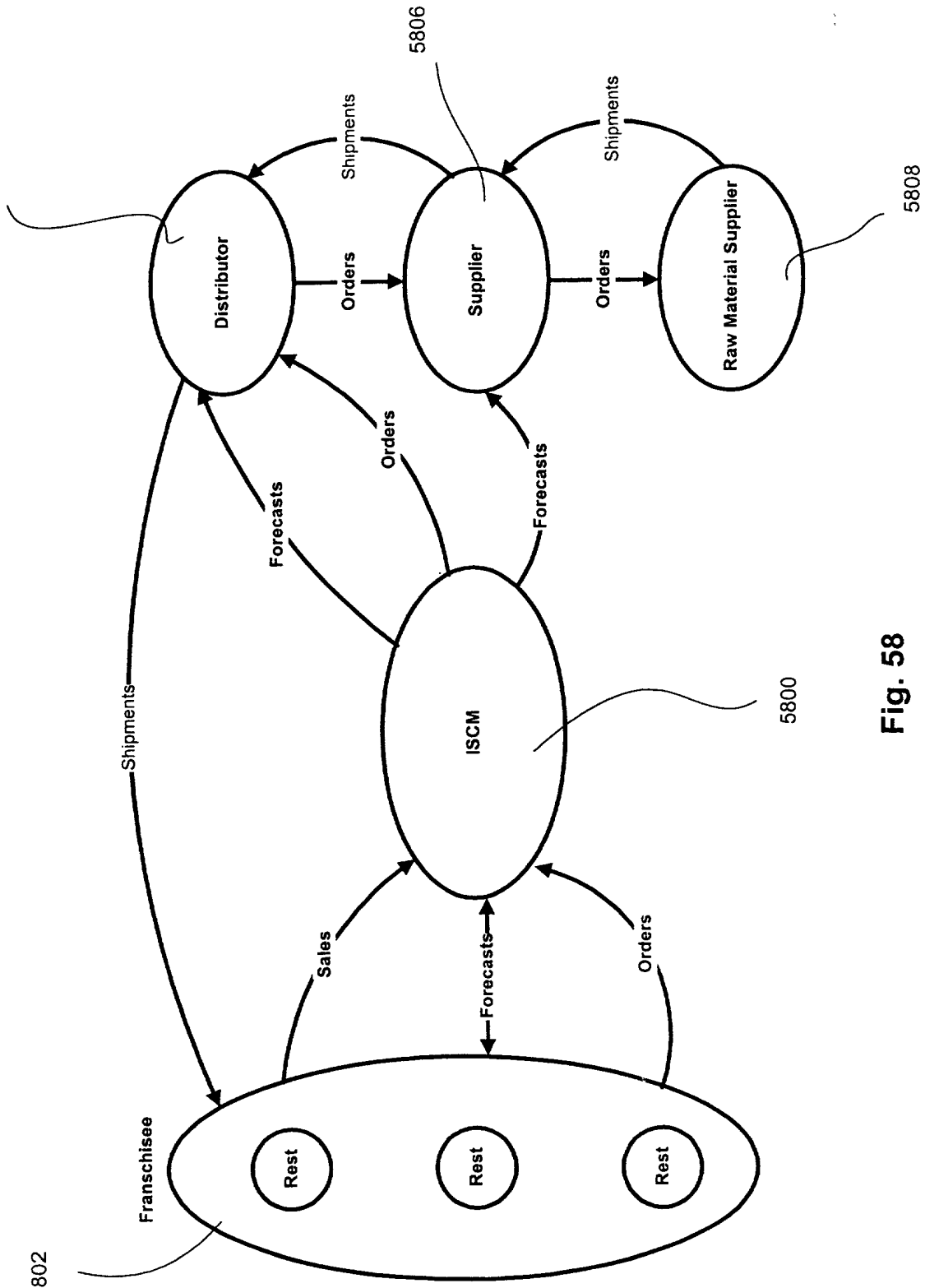
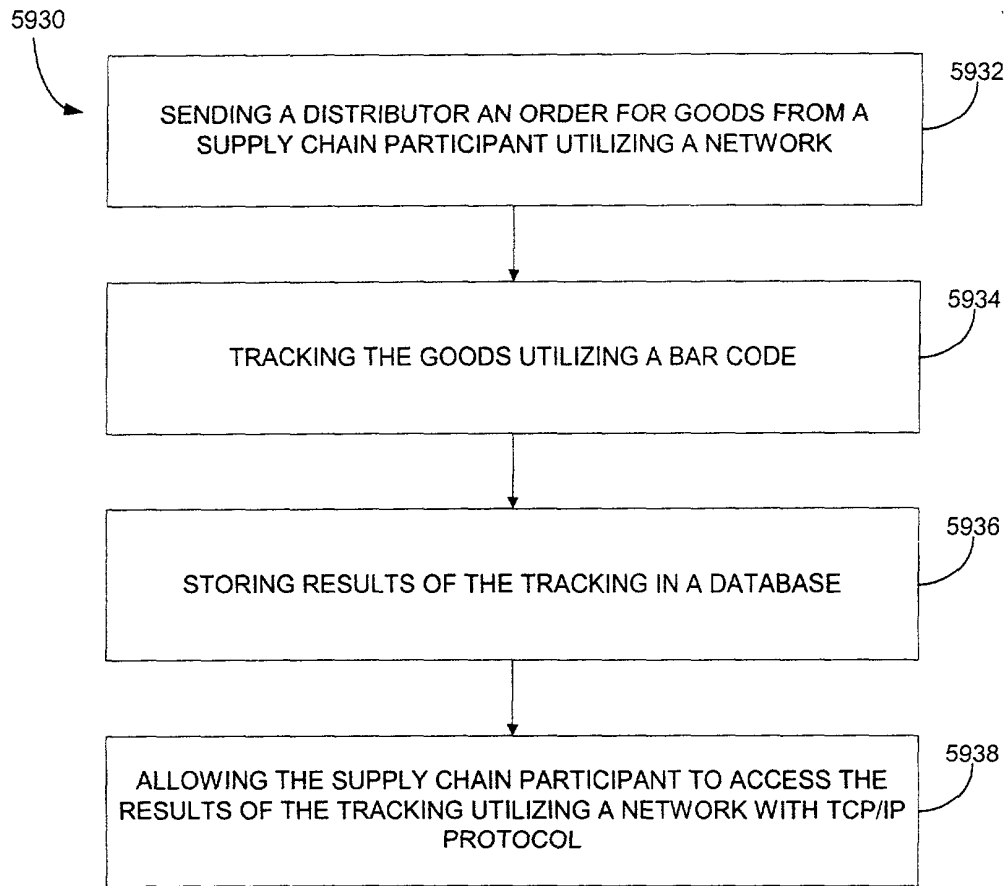


Fig. 58



**FIG. 59**

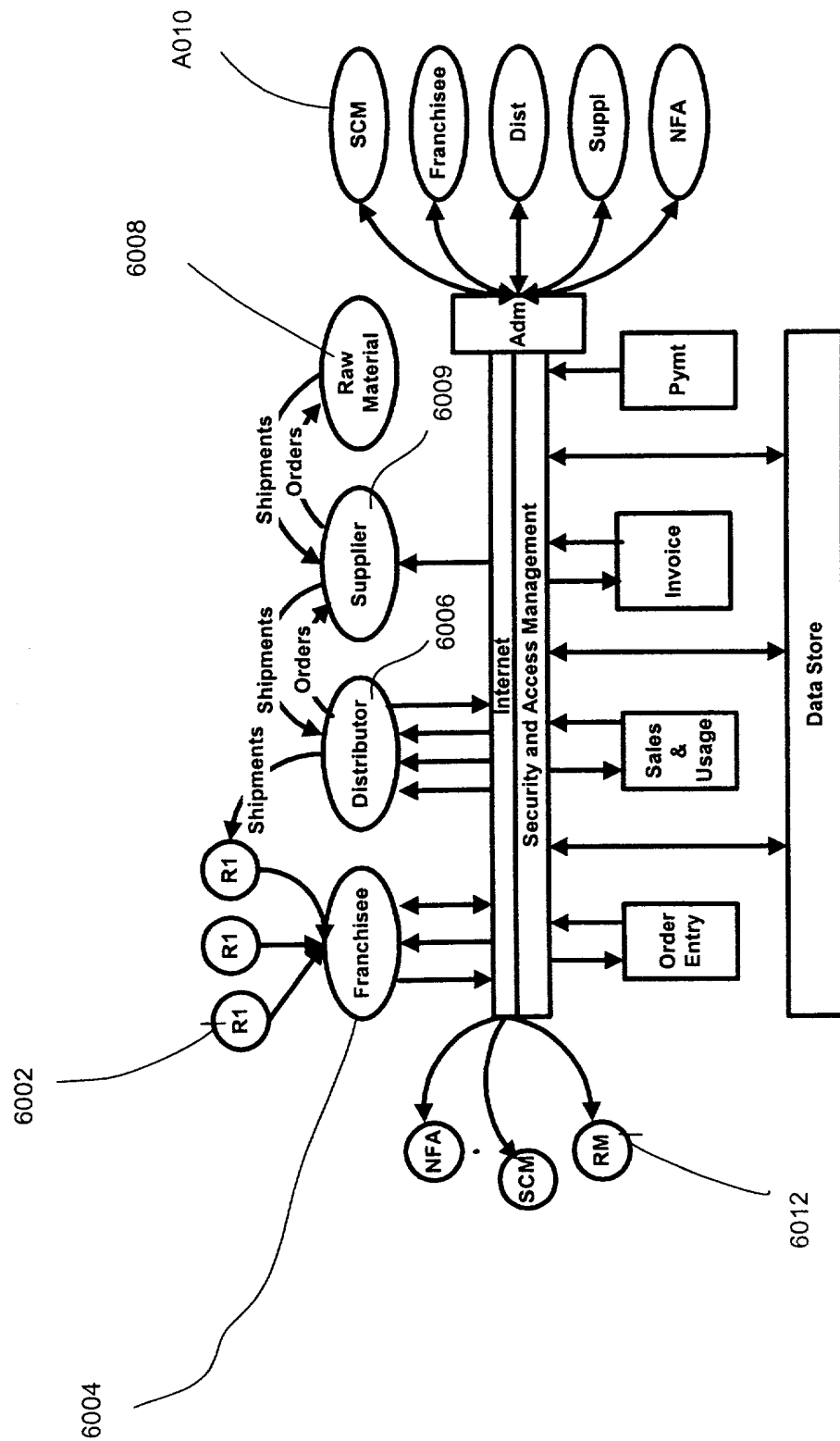


Fig. 60



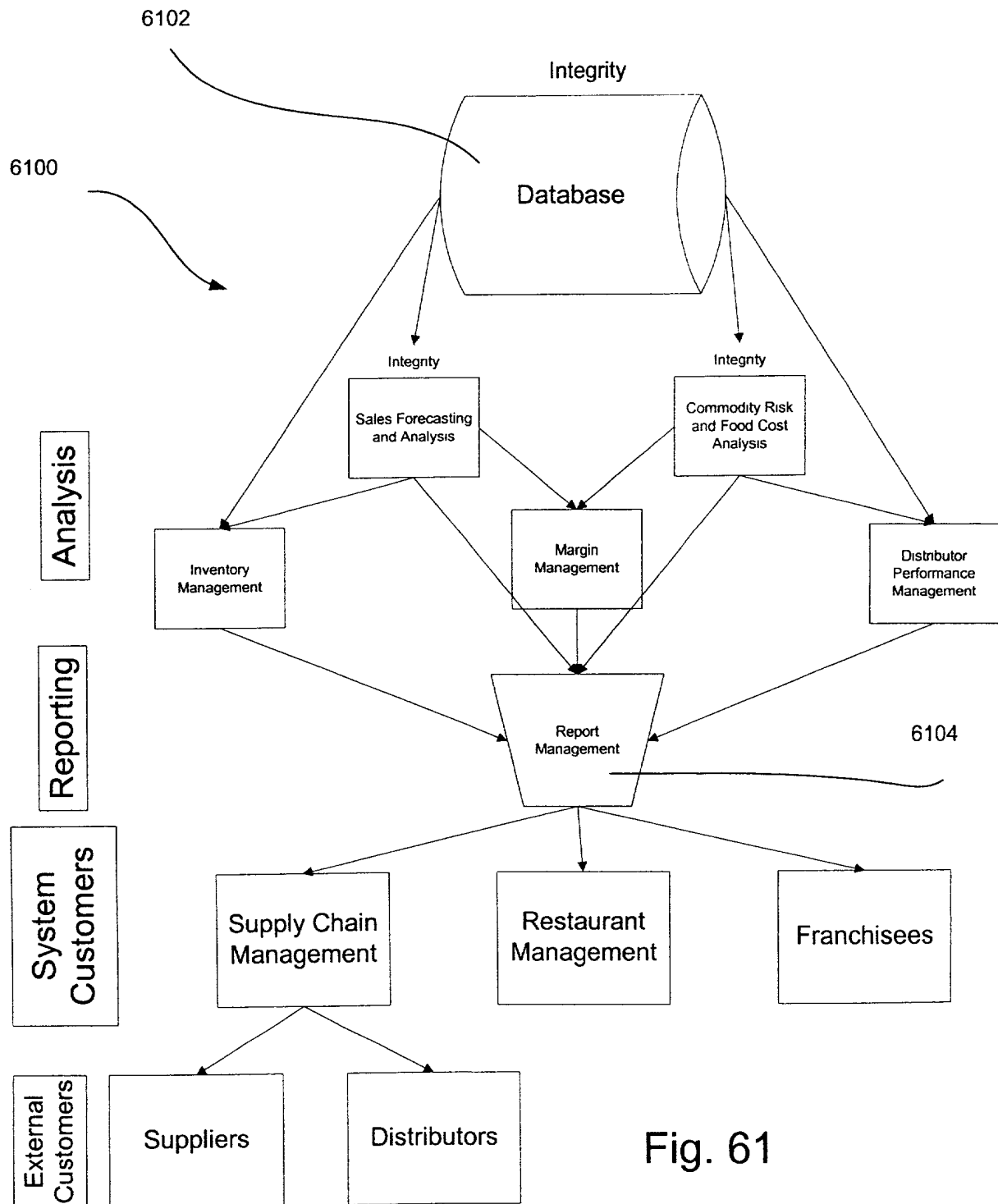
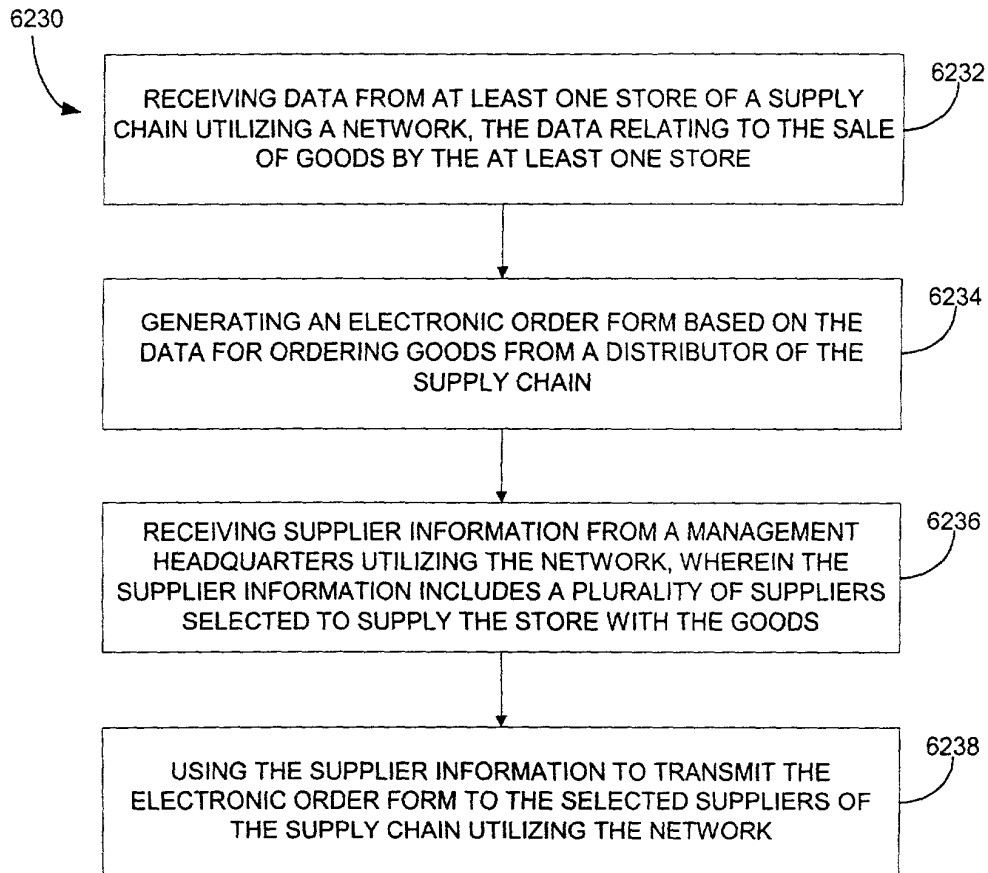


Fig. 61



**FIG. 62**

6300

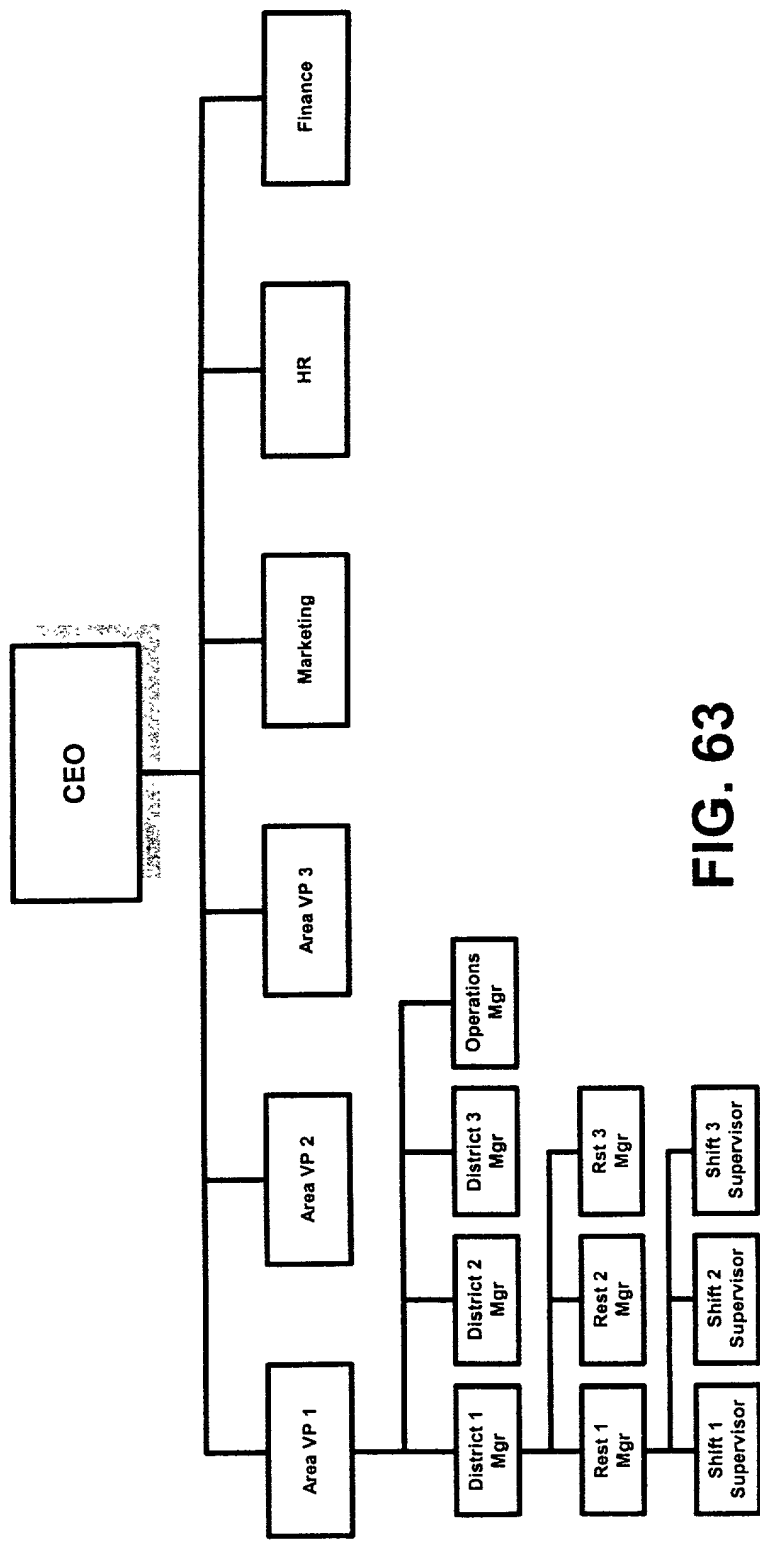
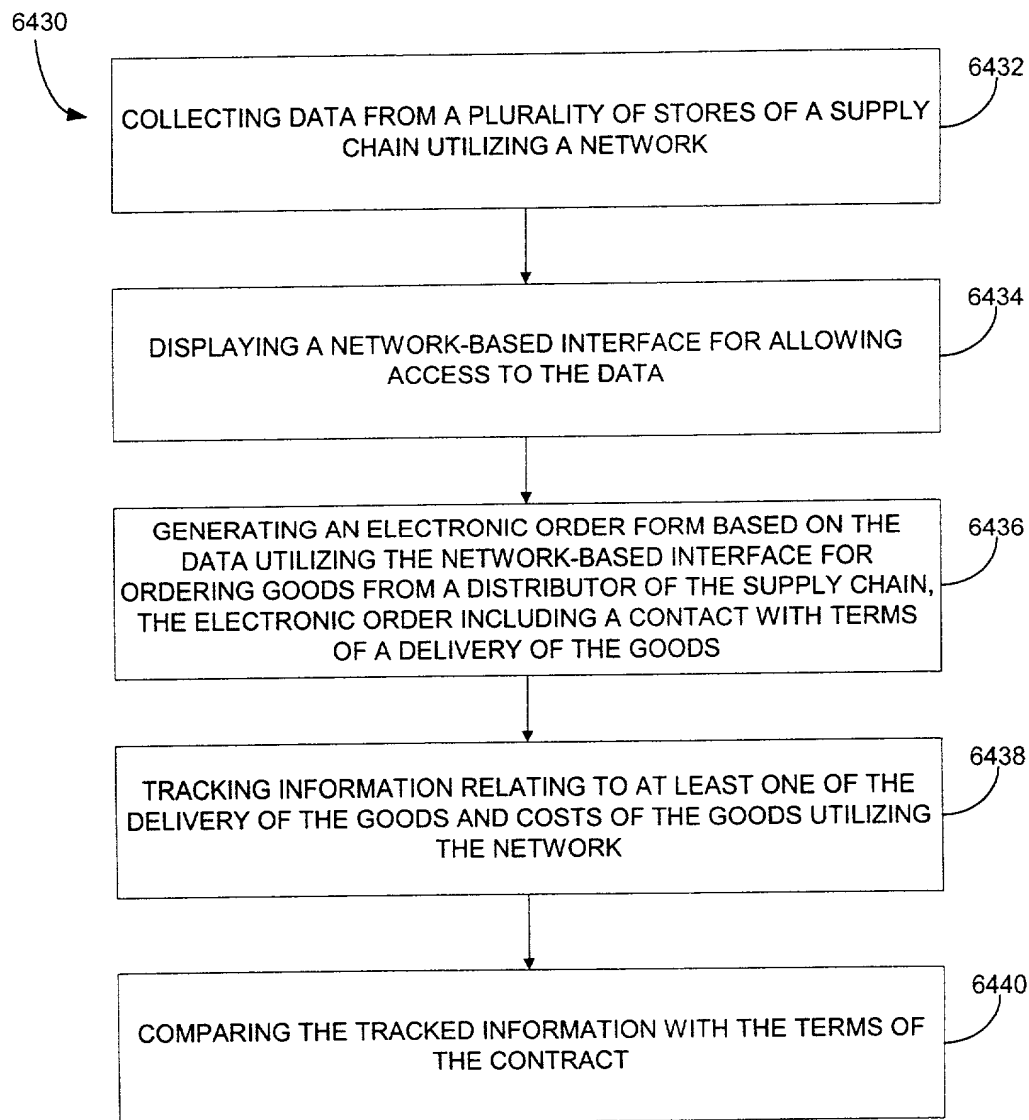
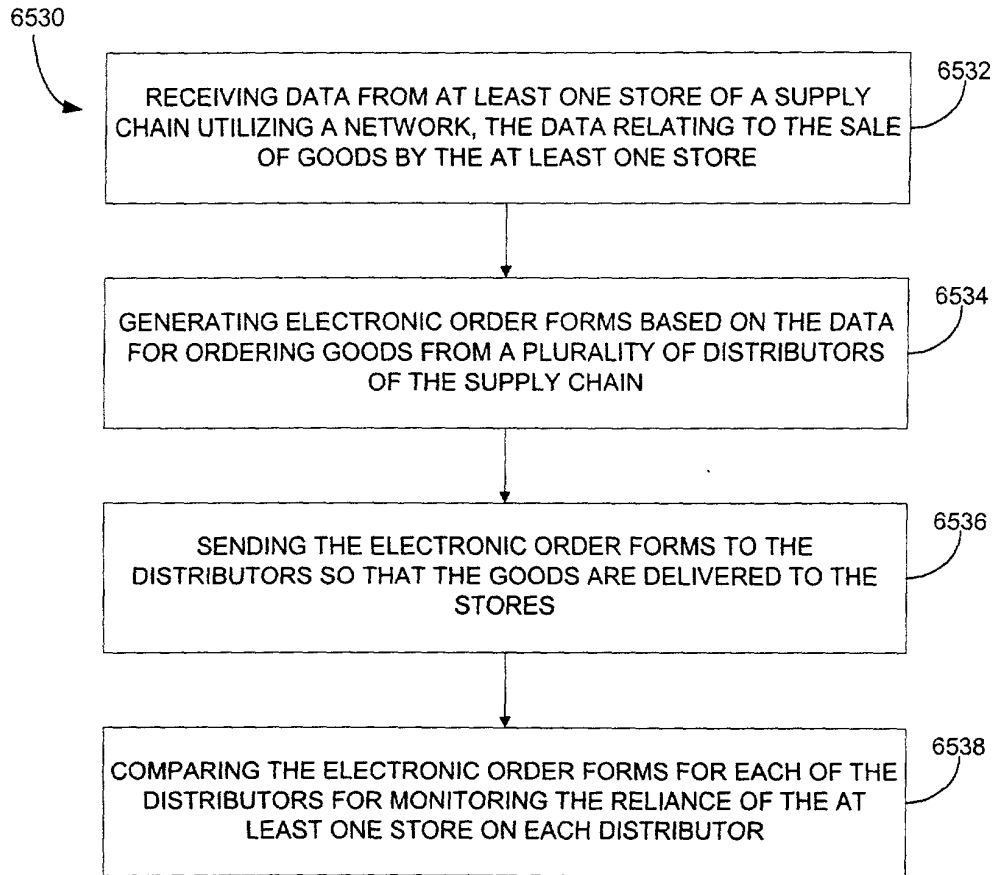


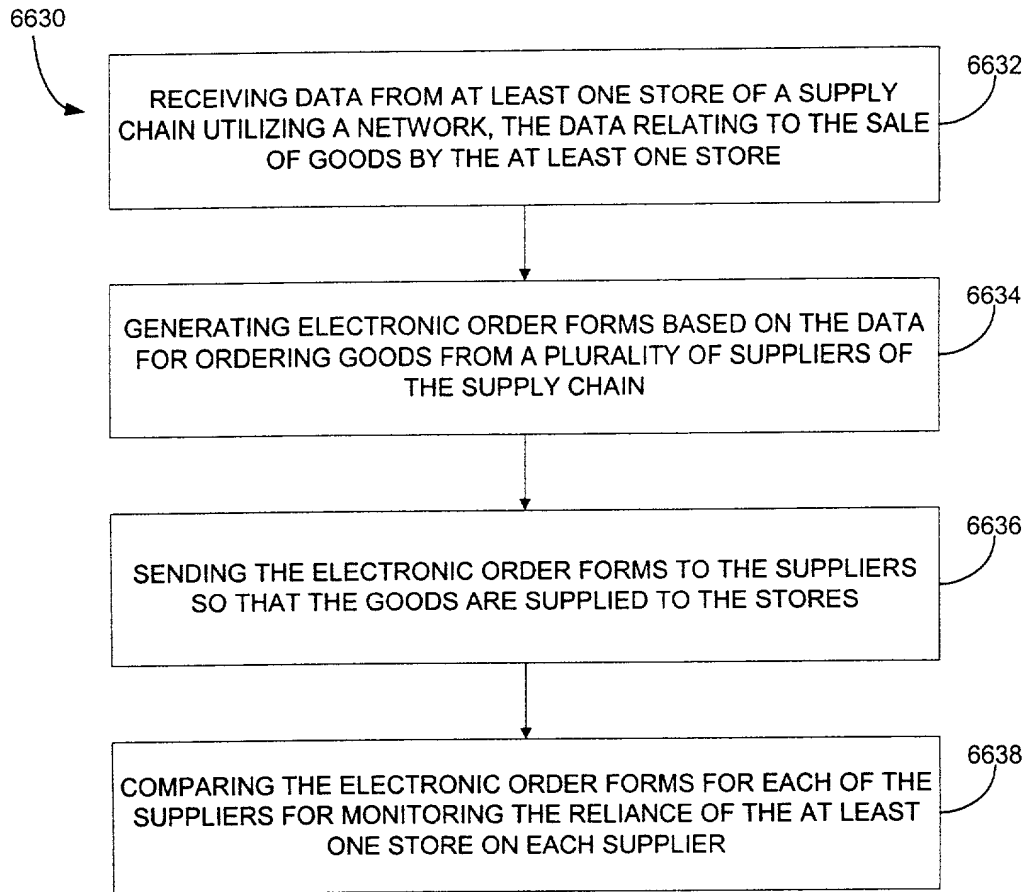
FIG. 63



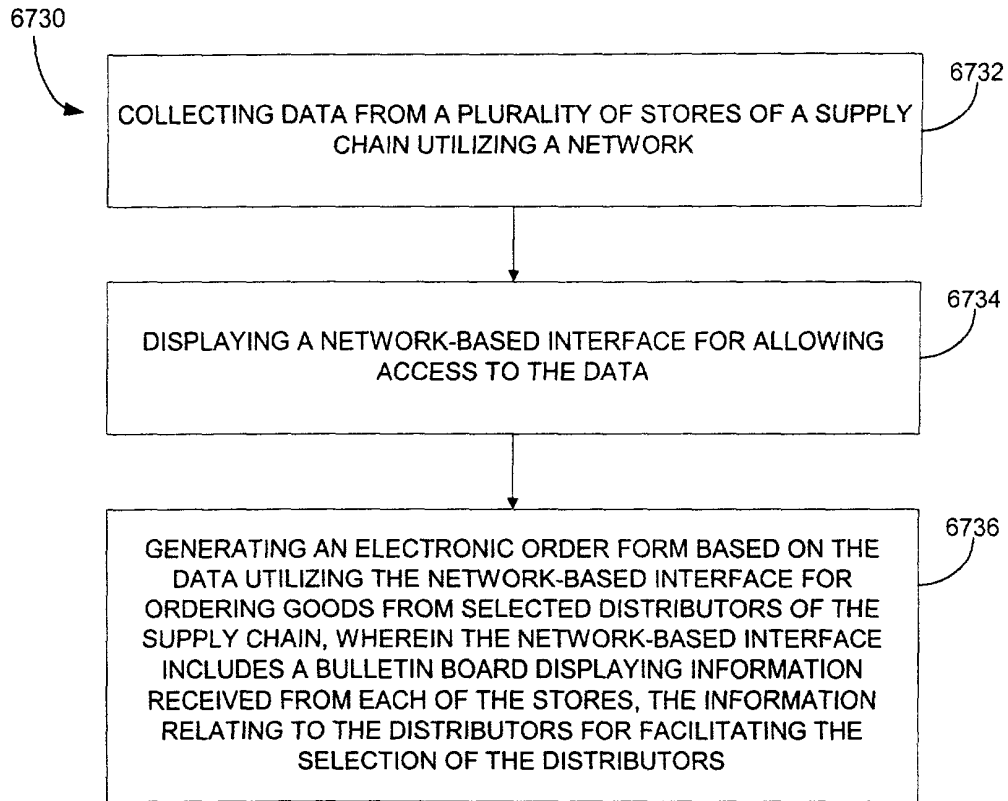
**FIG. 64**



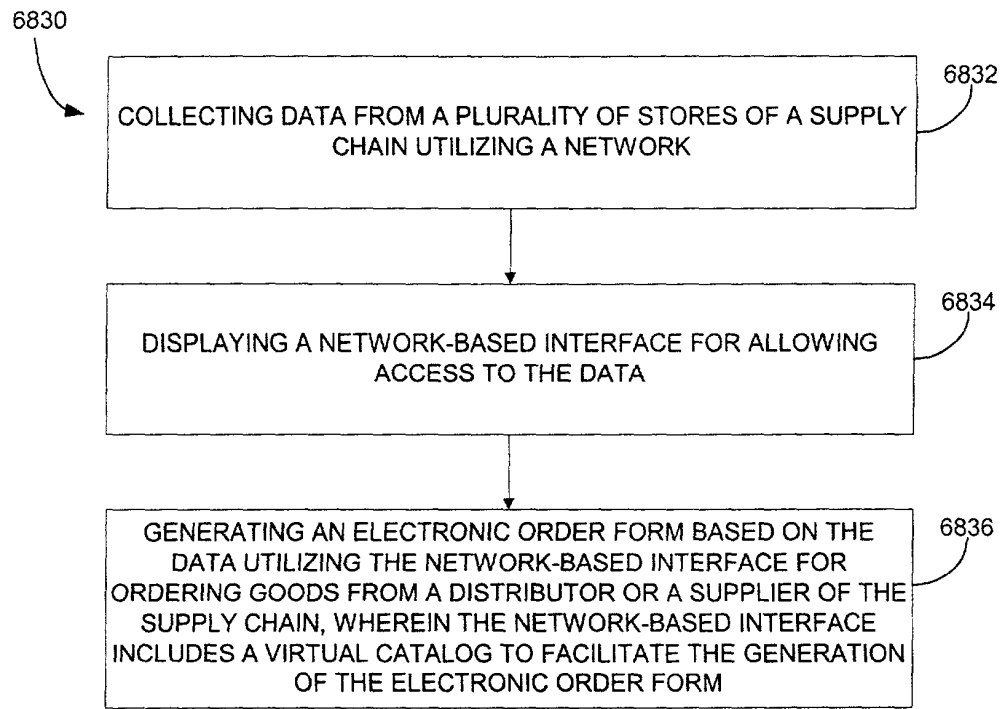
**FIG. 65**



**FIG. 66**

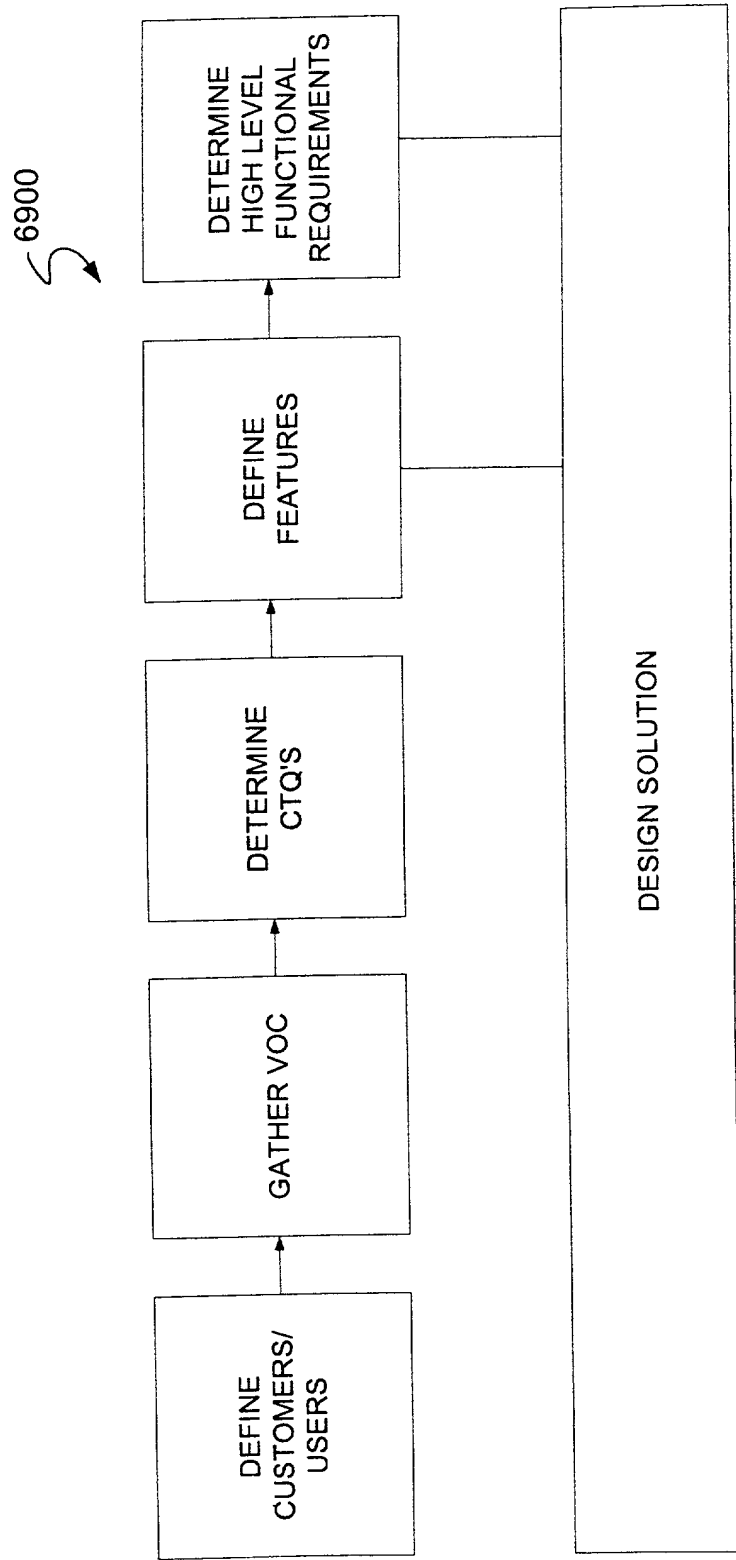


**FIG. 67**

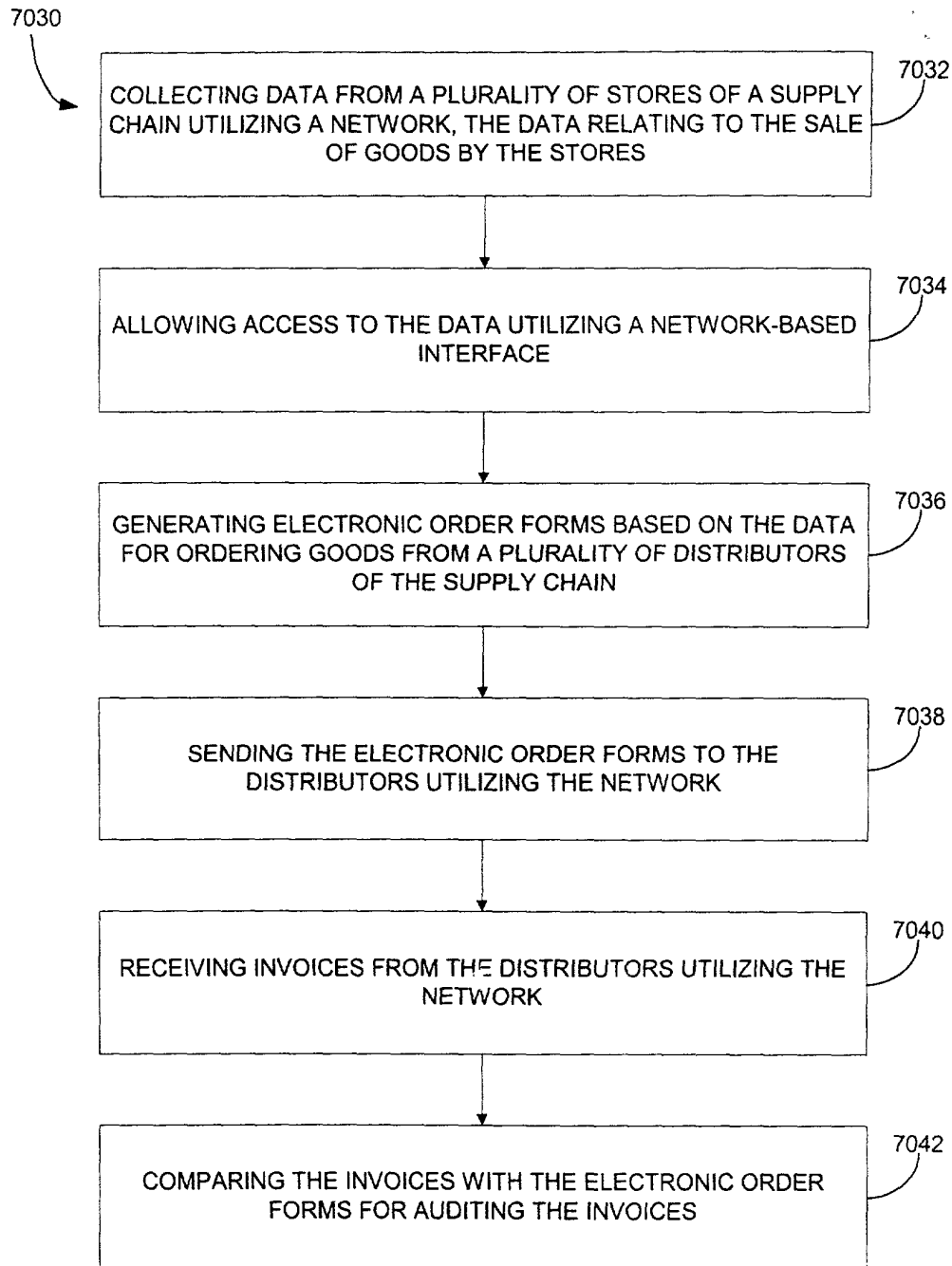


**FIG. 68**

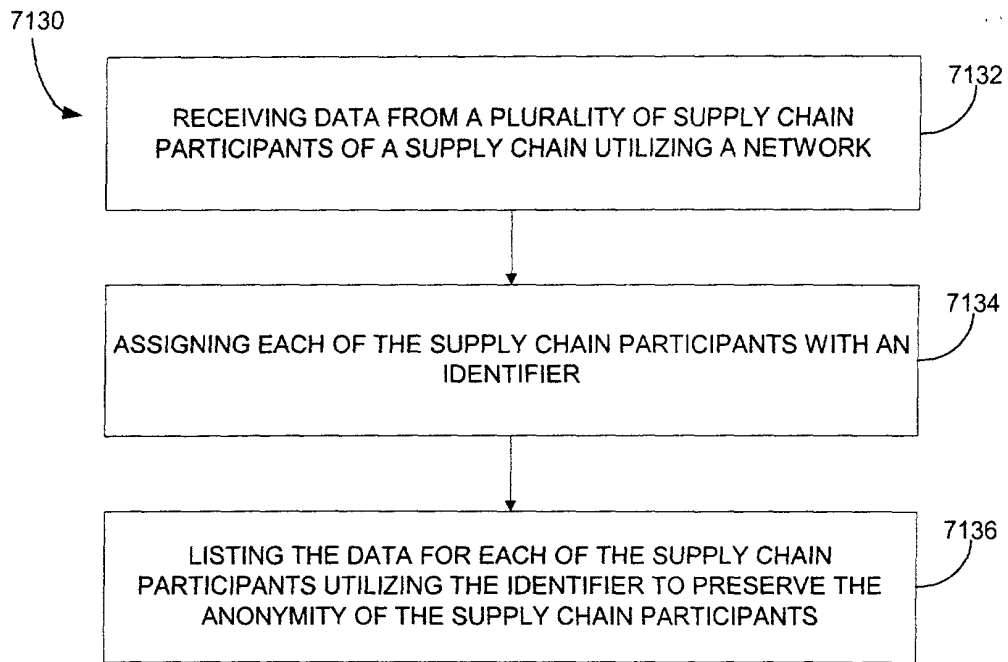




**FIG. 69**



**FIG. 70**



**FIG. 71**

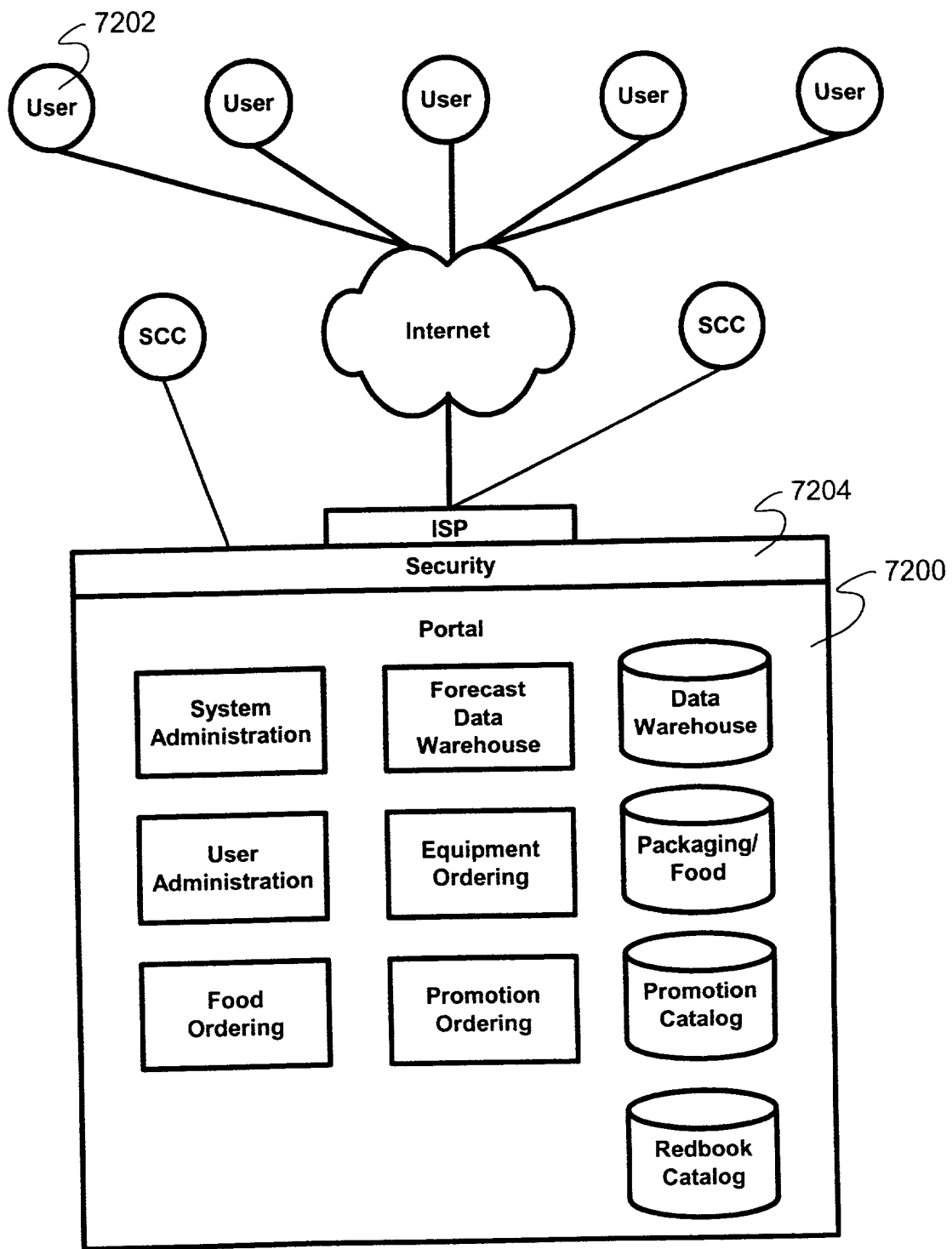


FIG. 72

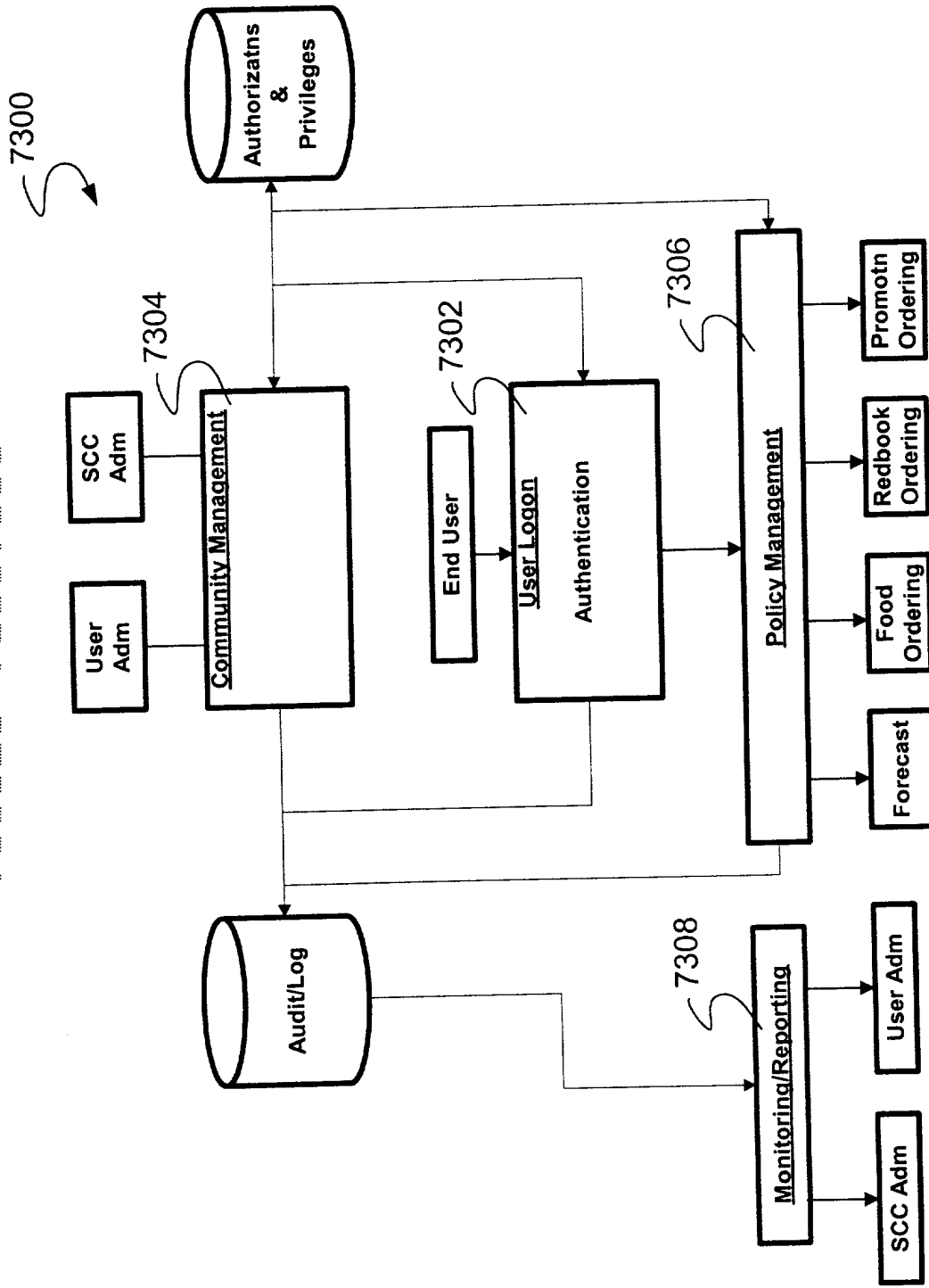


FIG. 73

7402

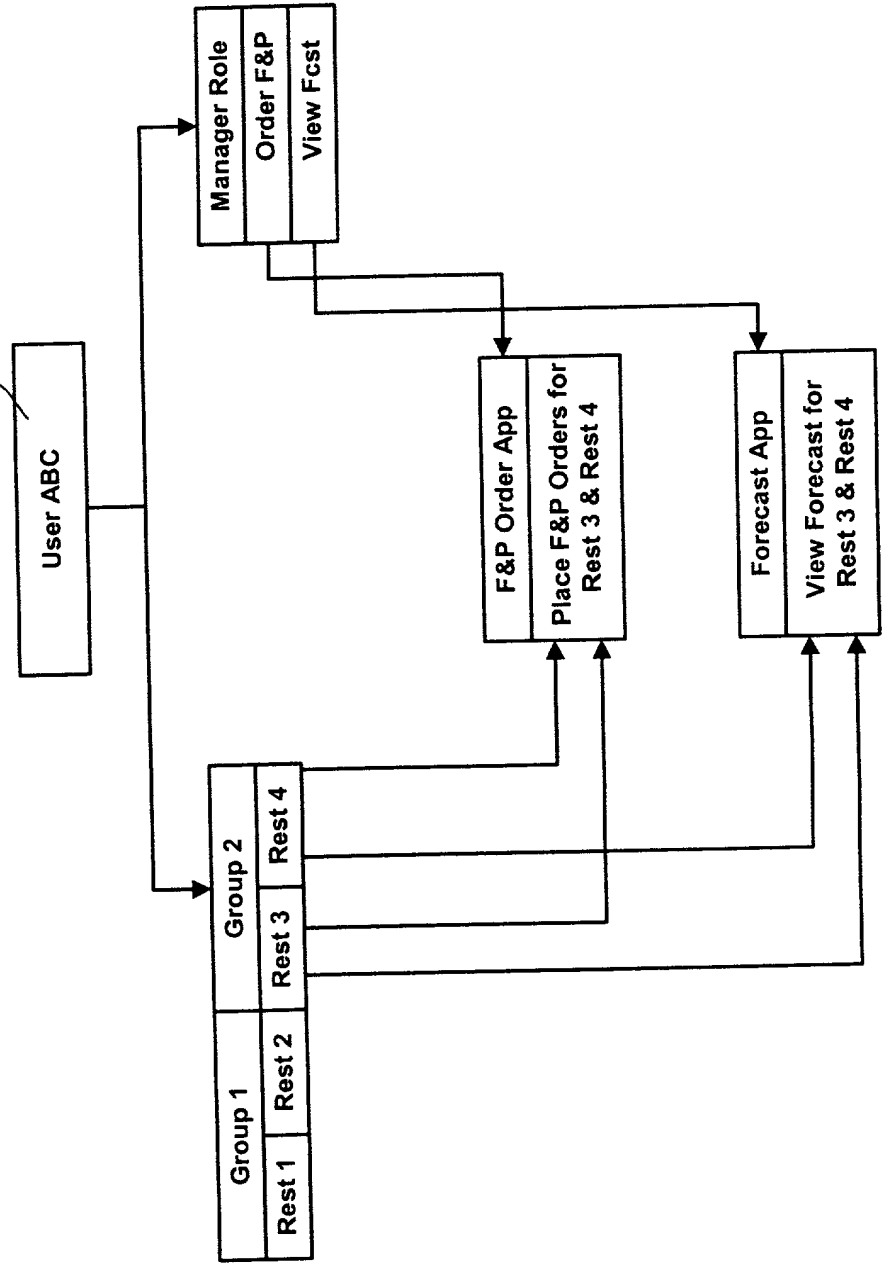


FIG. 74

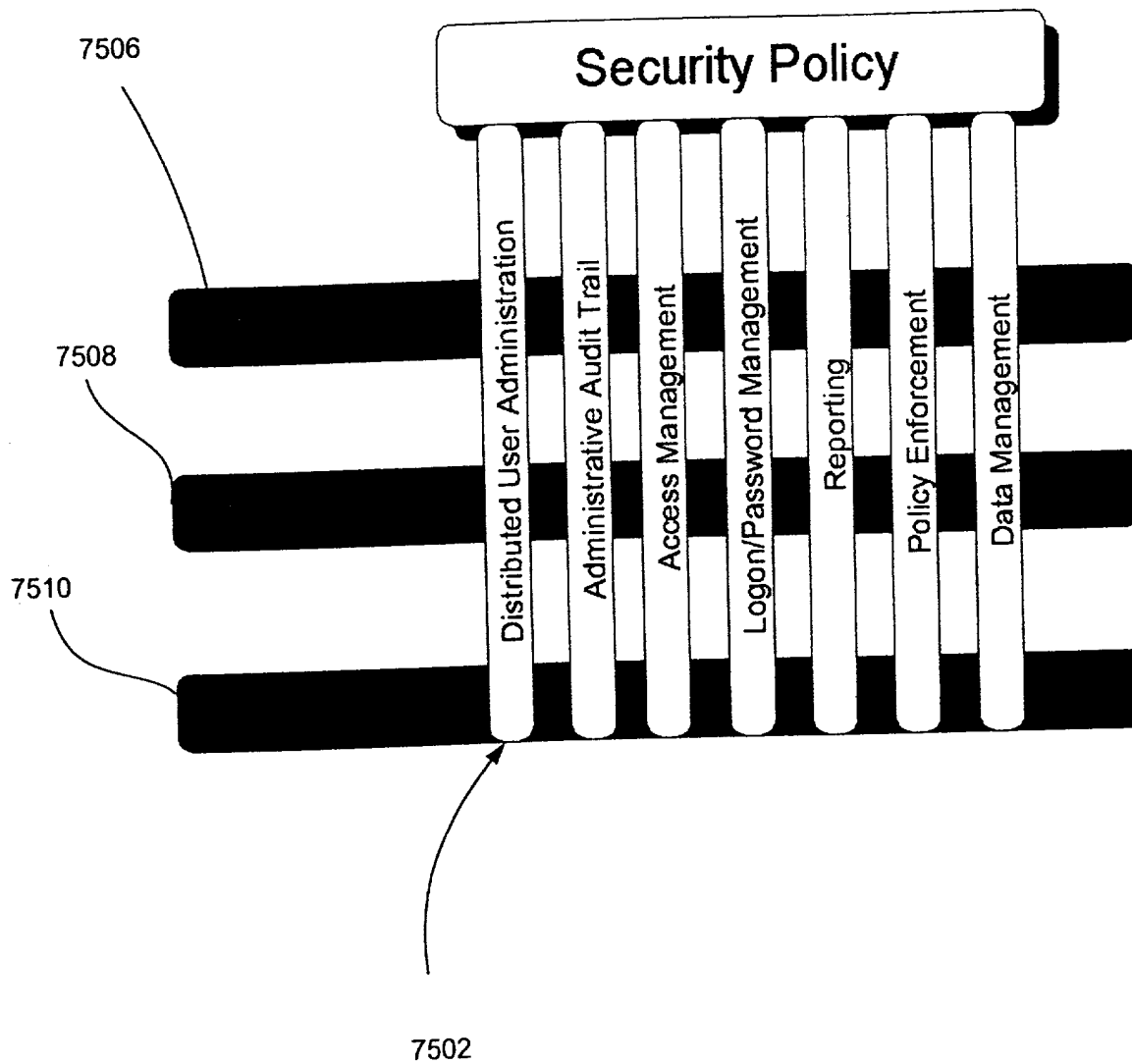
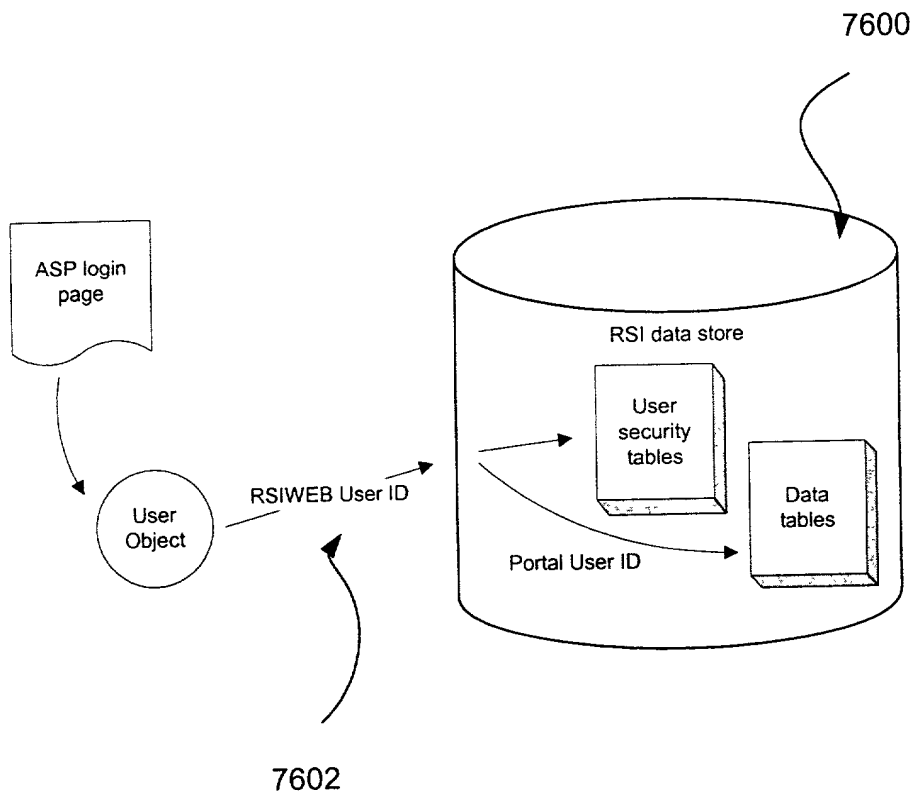


Fig. 75



**Fig. 76**



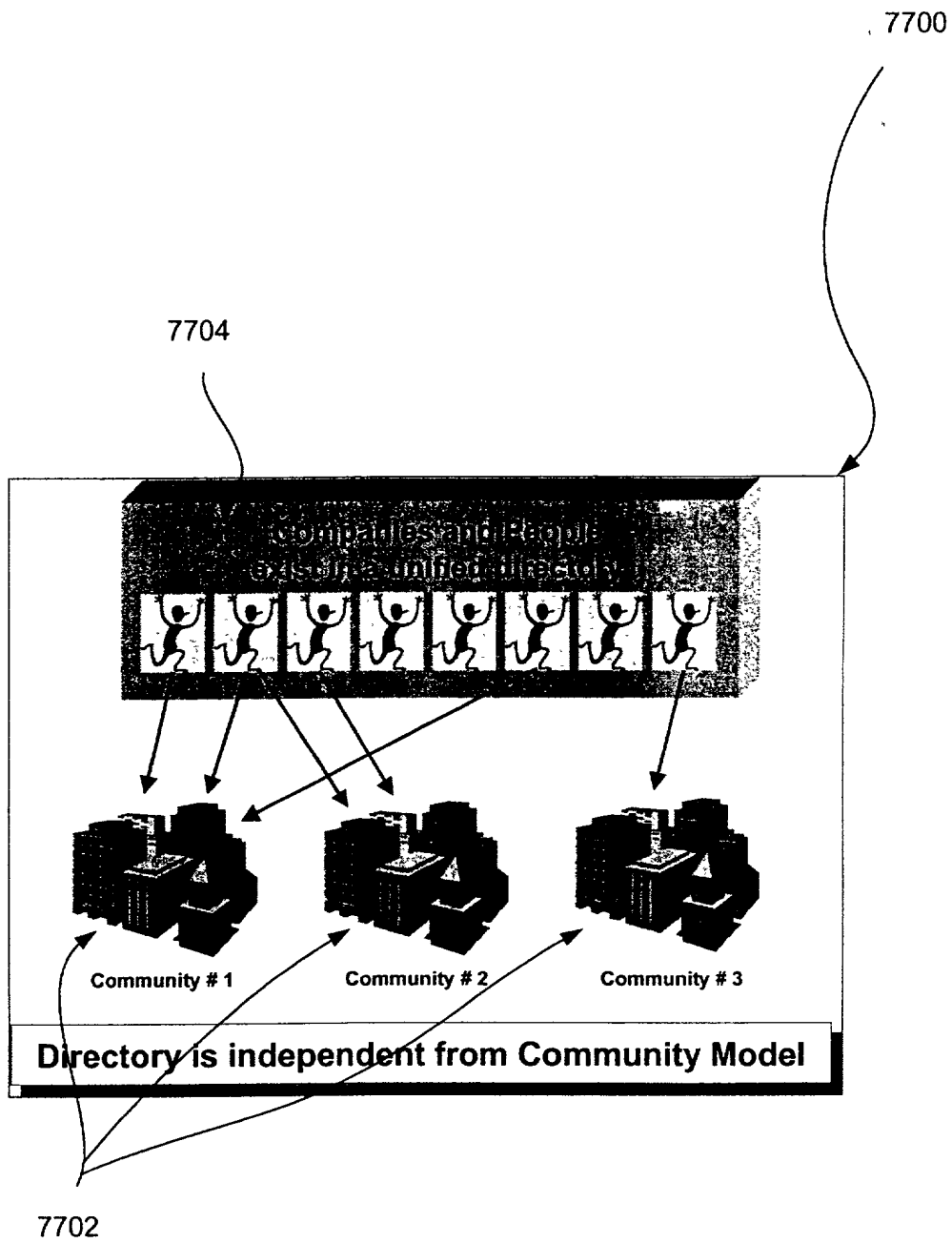


Fig. 77

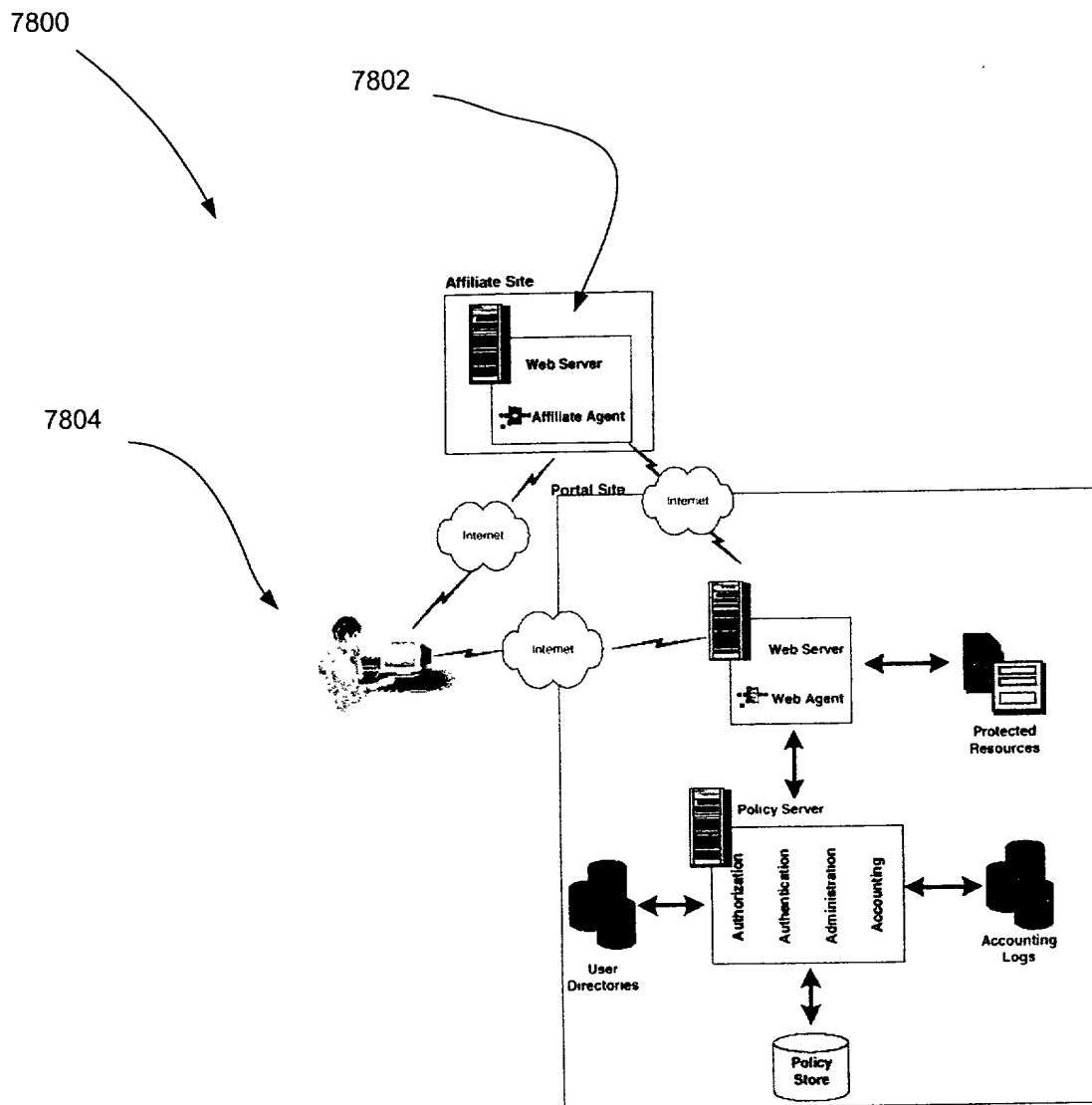


Fig. 78

7900

7902

# Policy-Based Web Security Model

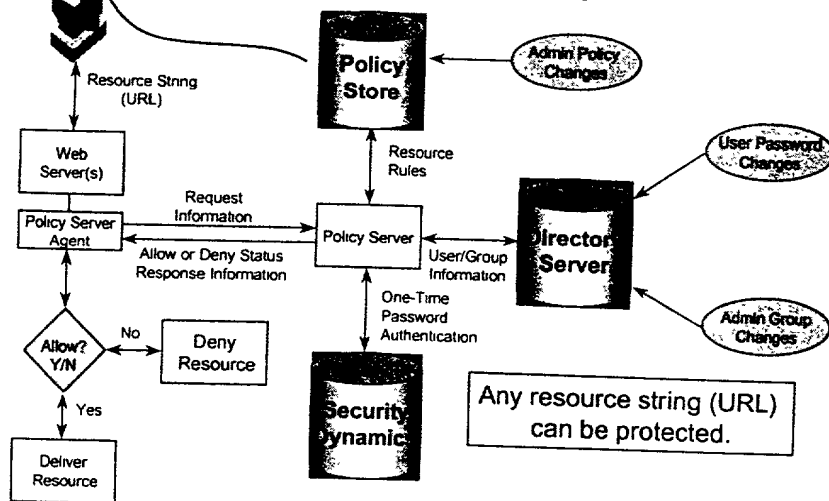
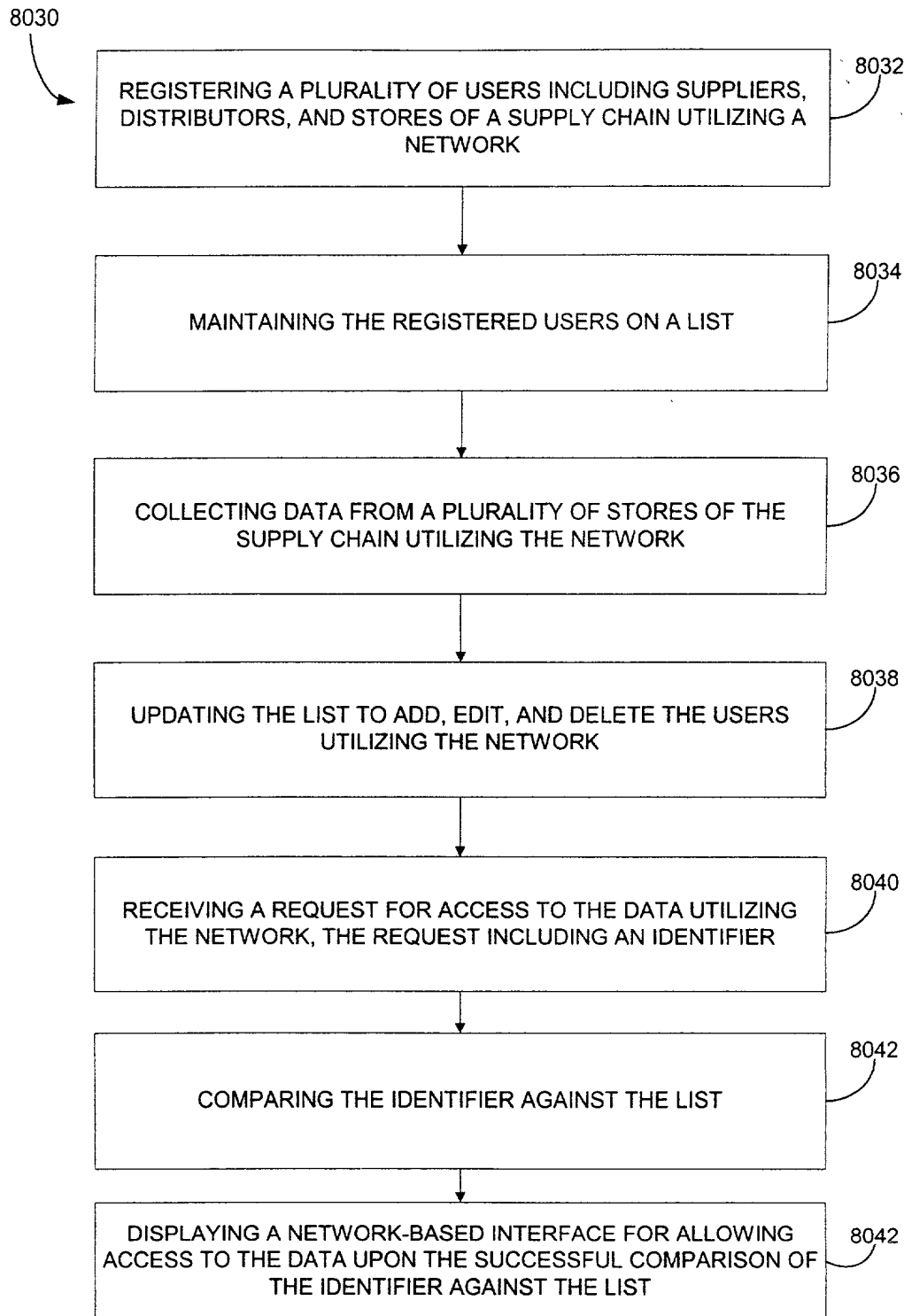
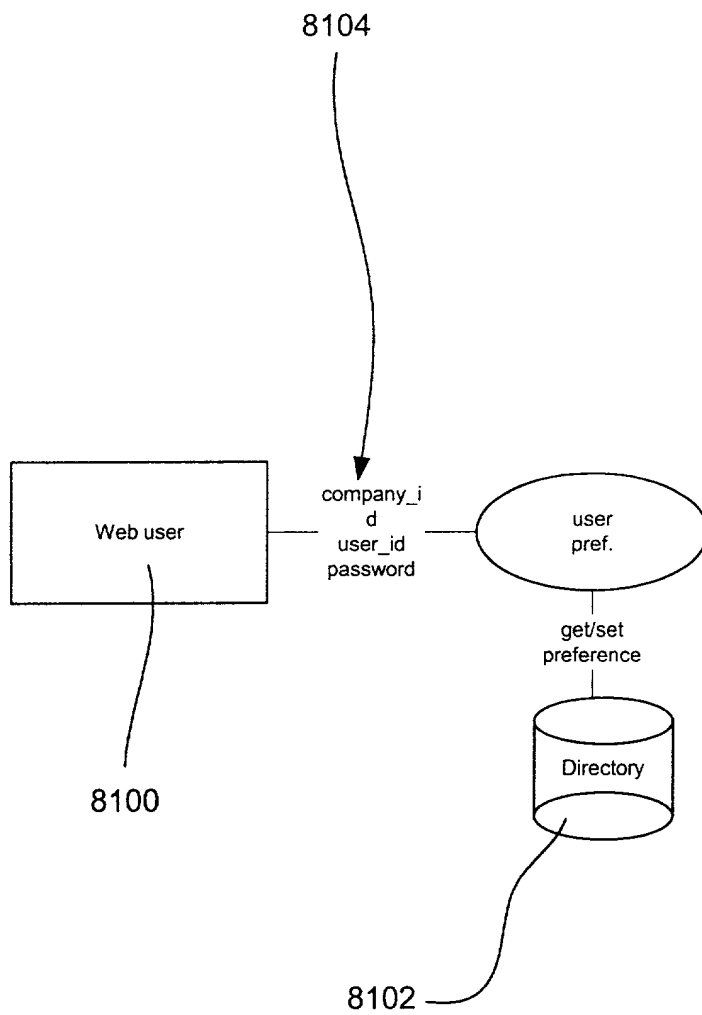


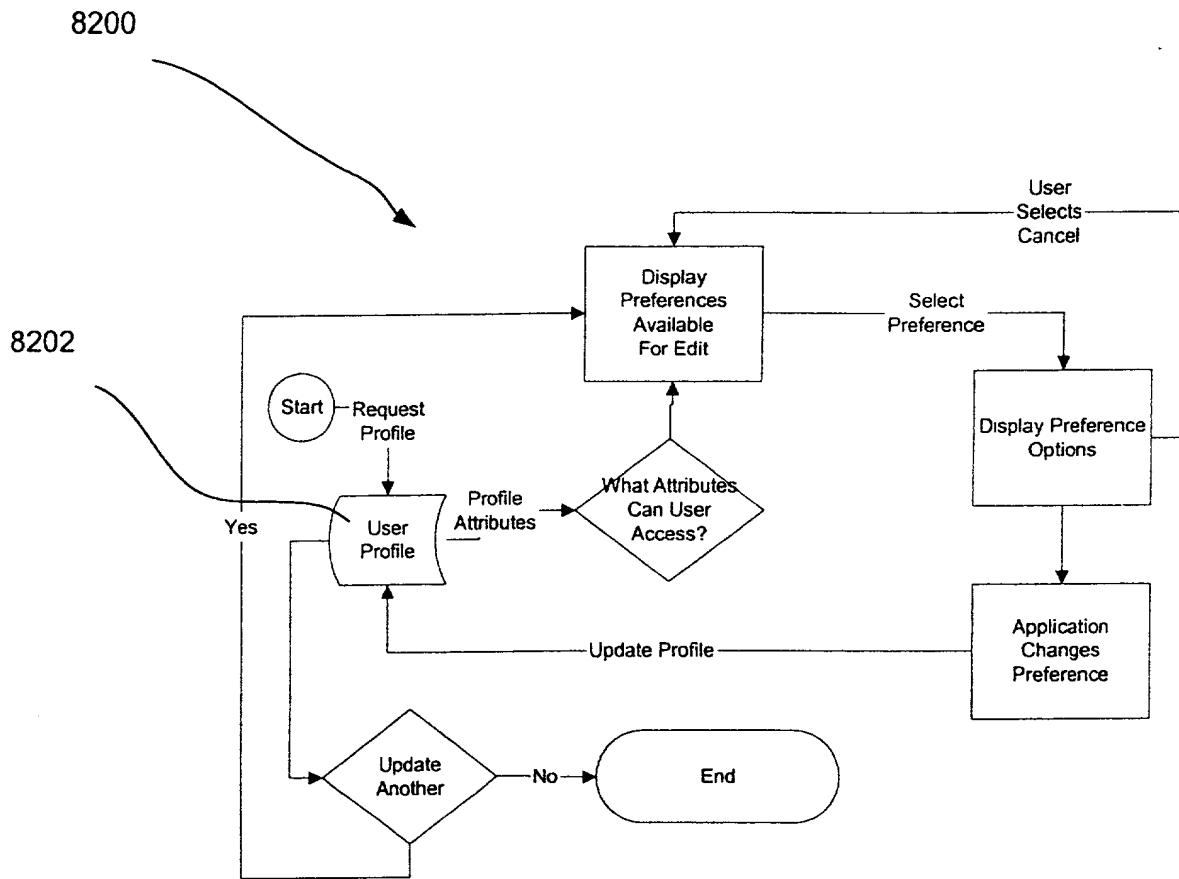
Fig. 79



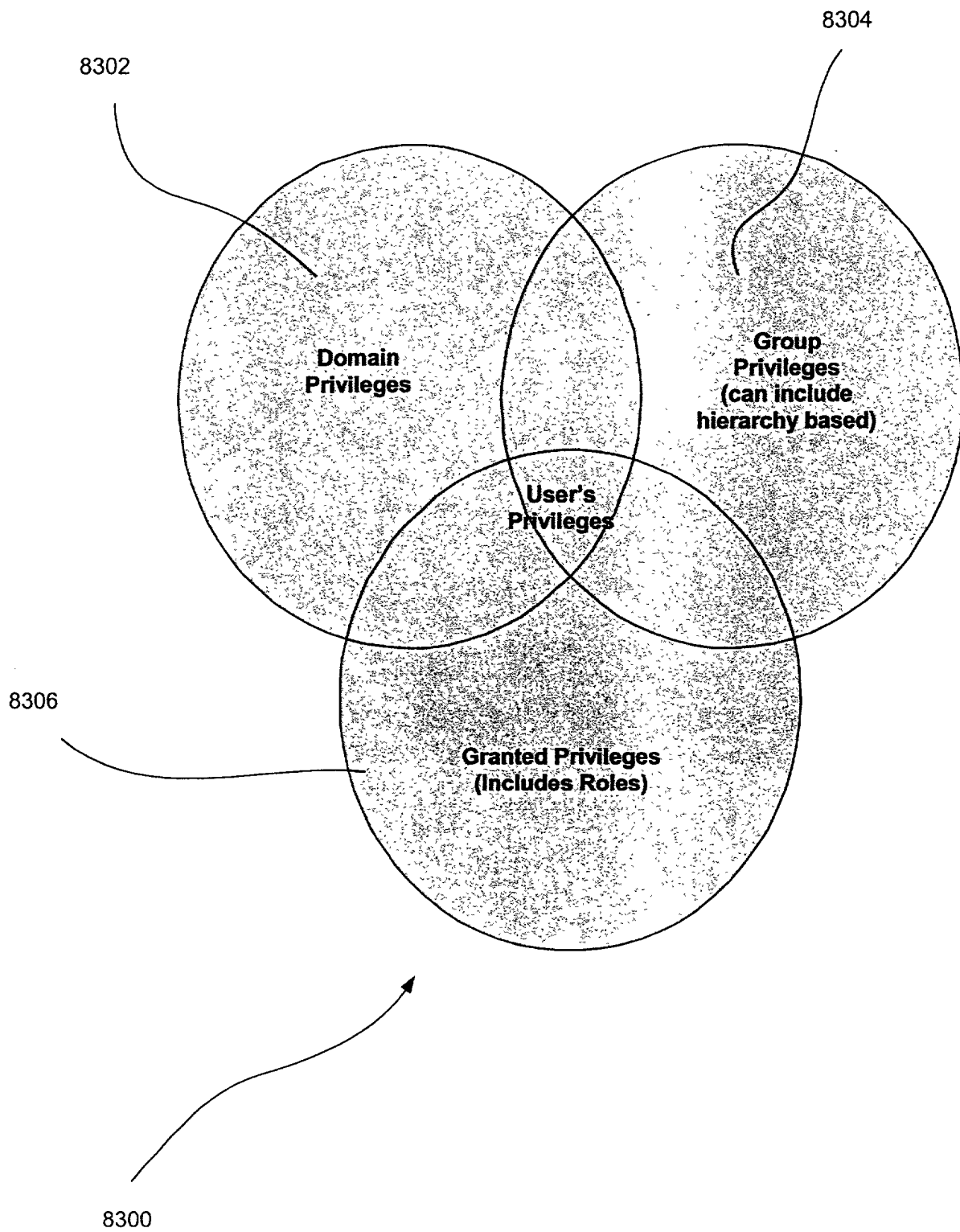
**FIG. 80**



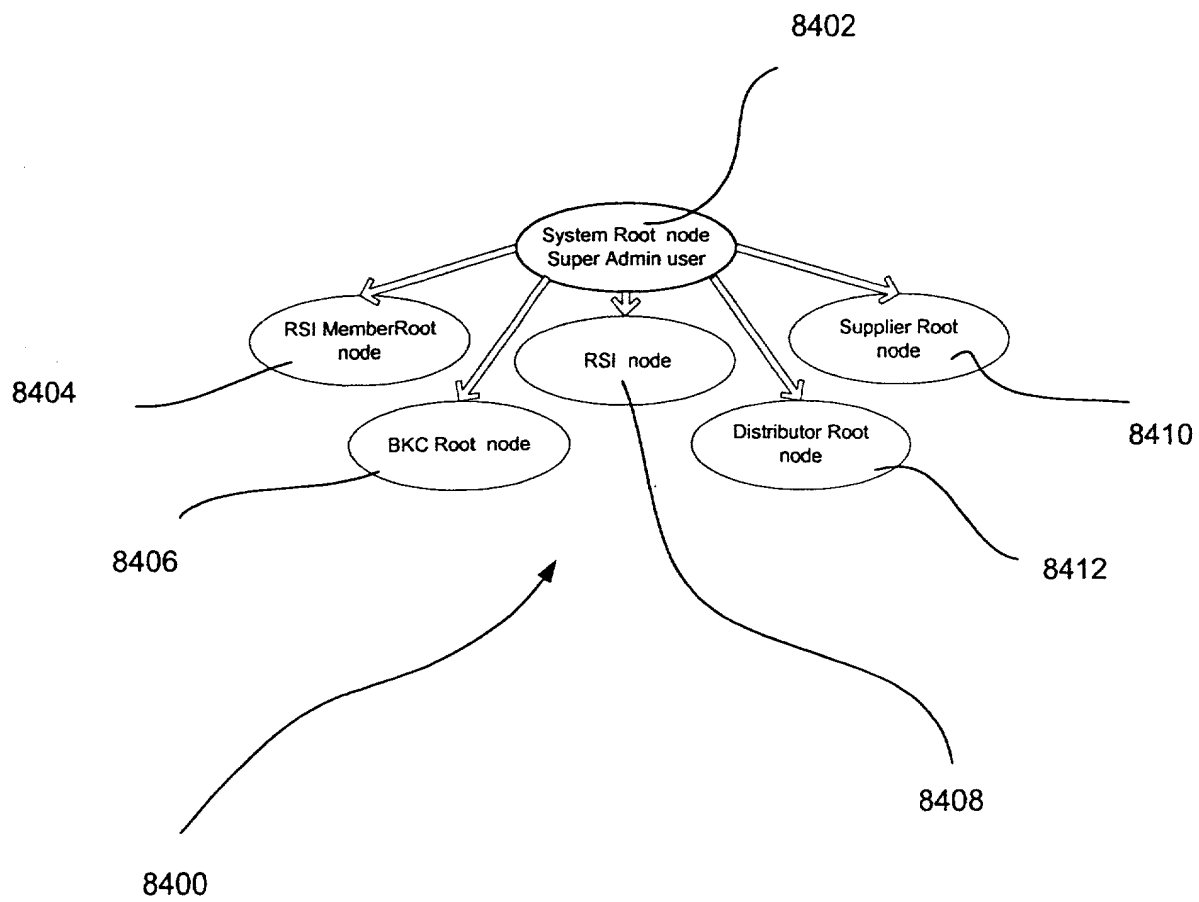
**Fig. 81**



**Fig. 82**

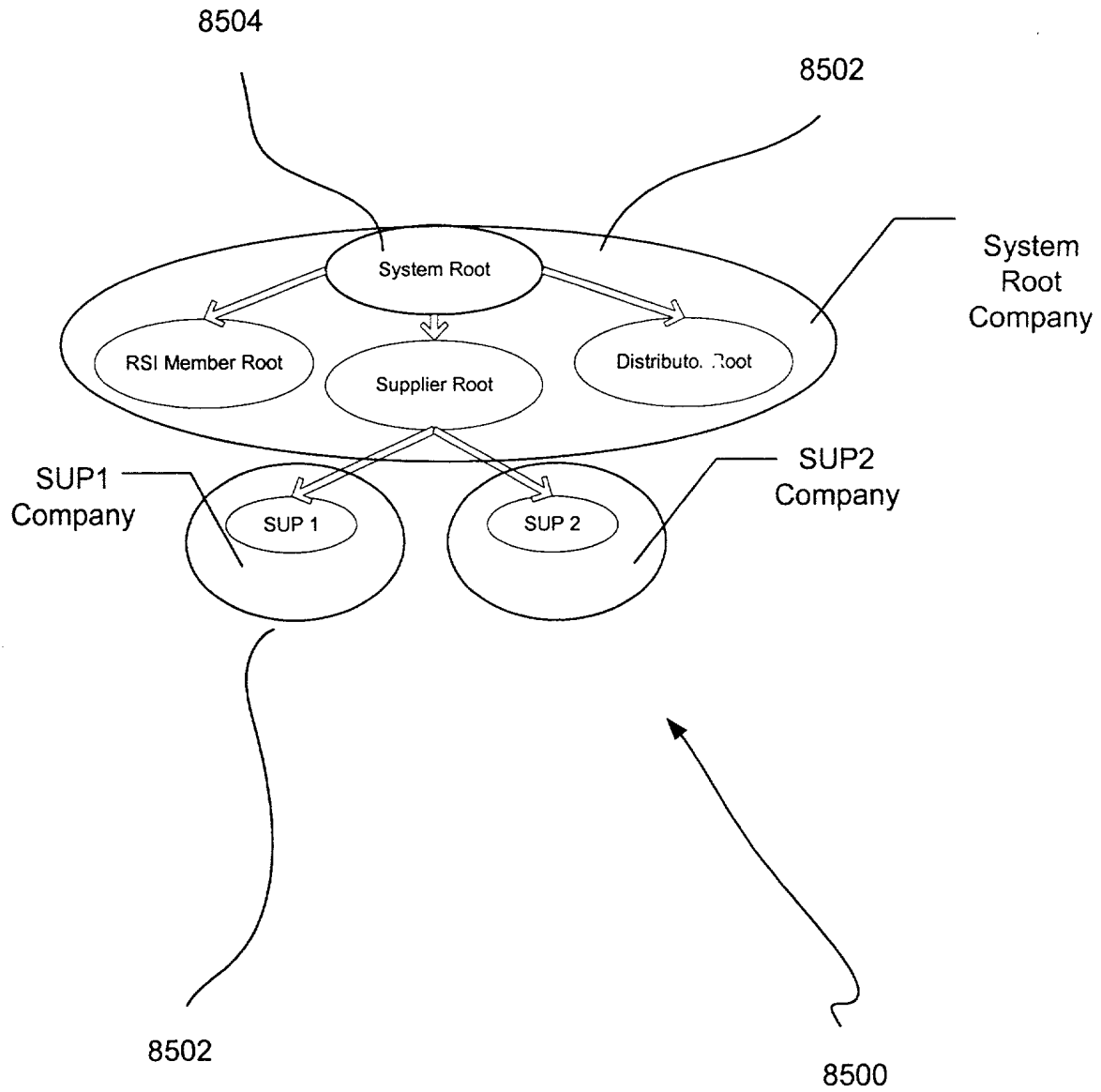


**Fig. 83**

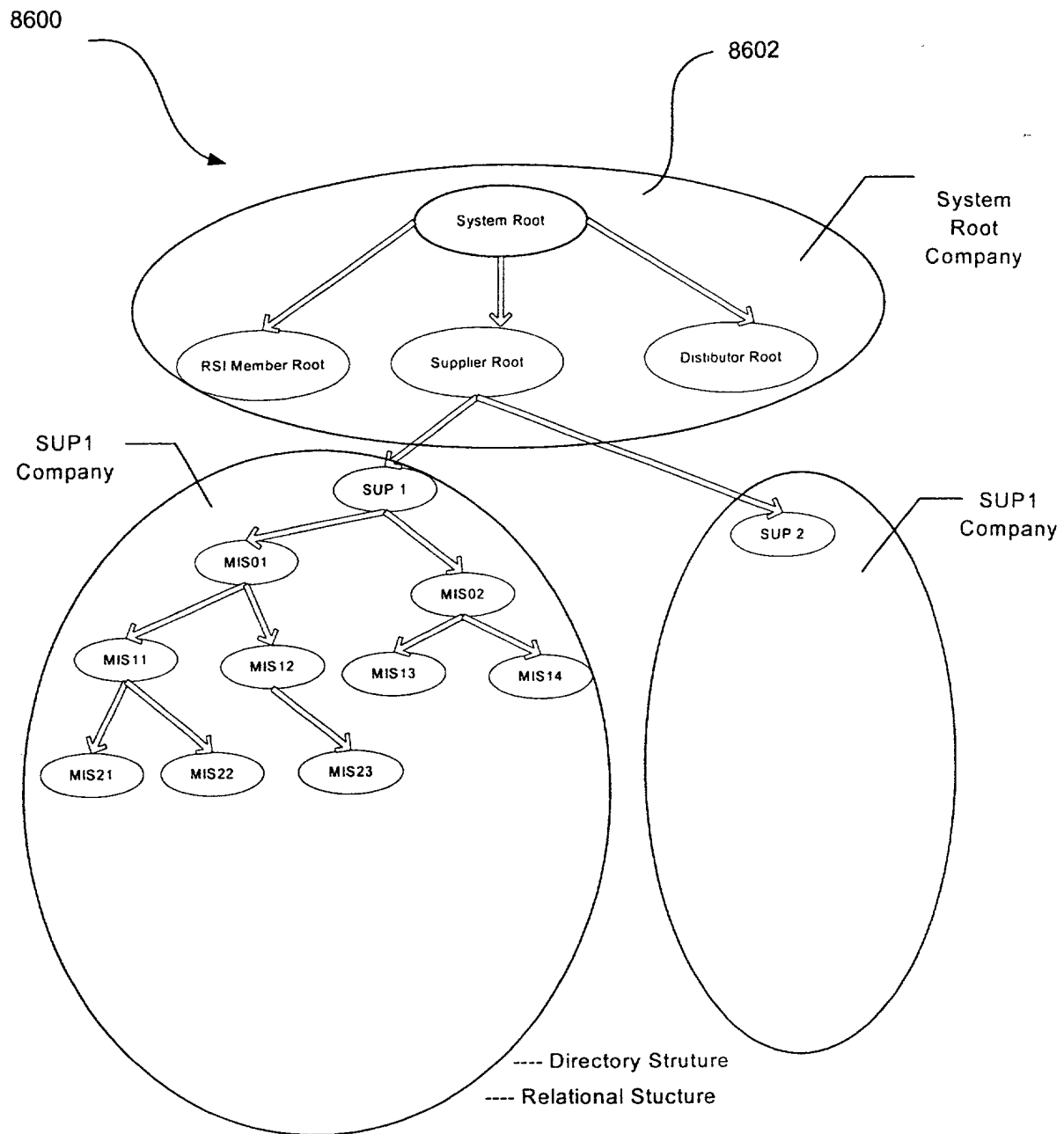


**Fig. 84**



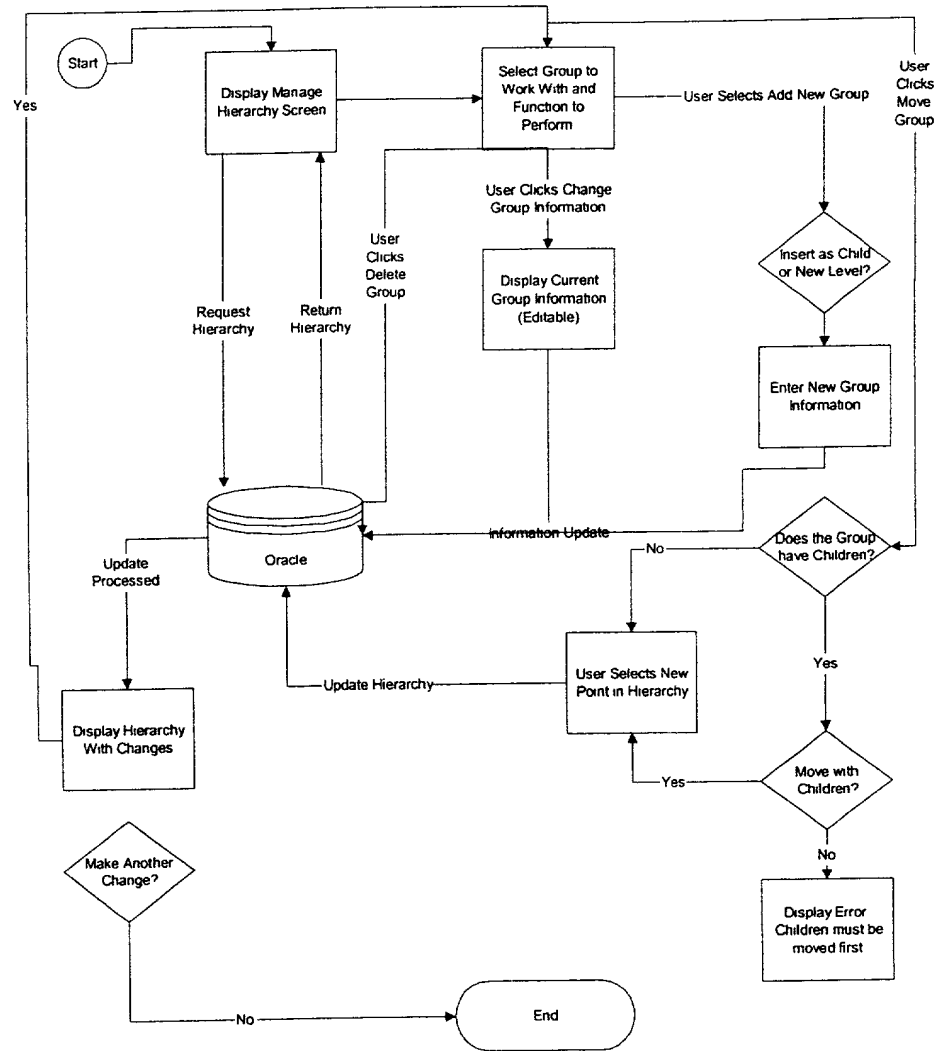


**Fig. 85**



**Fig. 86**

8700

**Group Hierarchy Management: Data Flow****Fig. 87**



8902

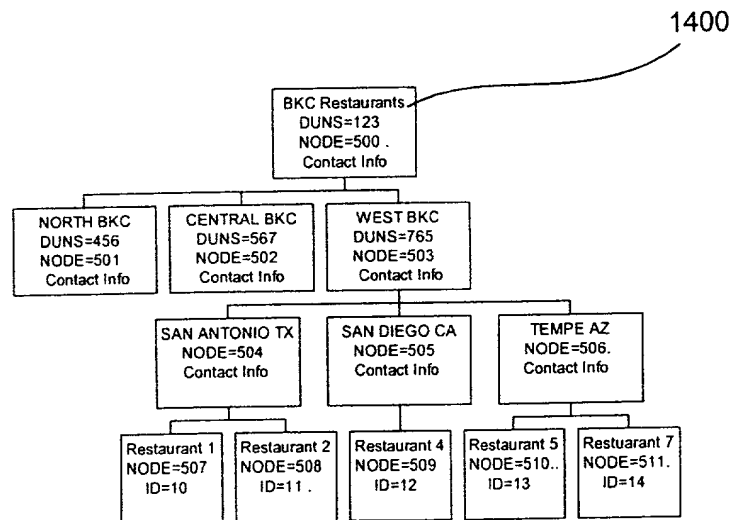
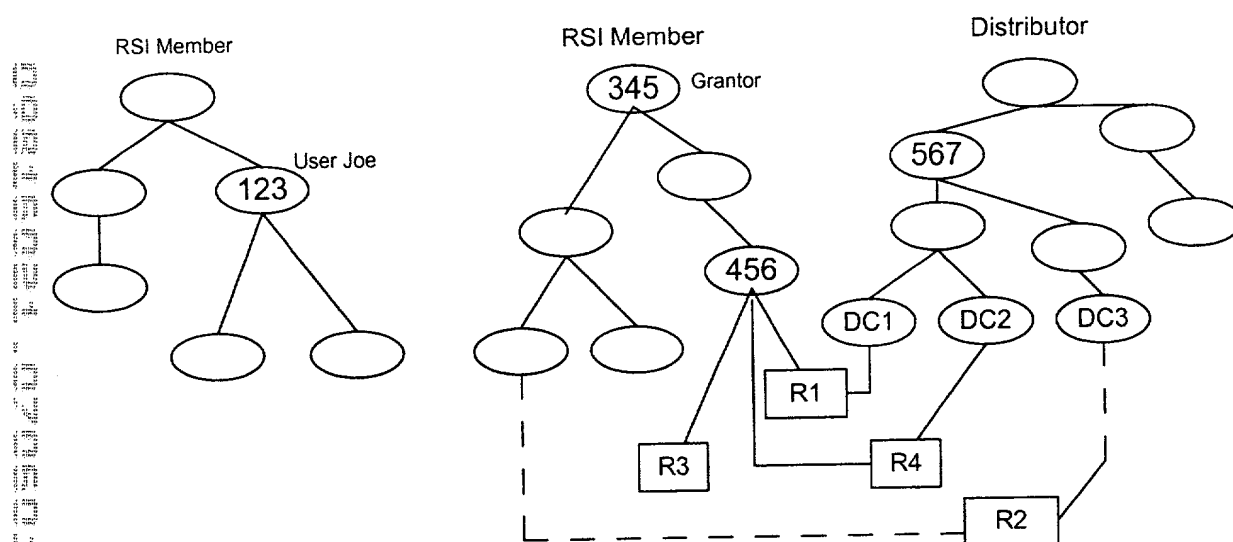


Fig. 89

9000



**FIG. 90**

9100

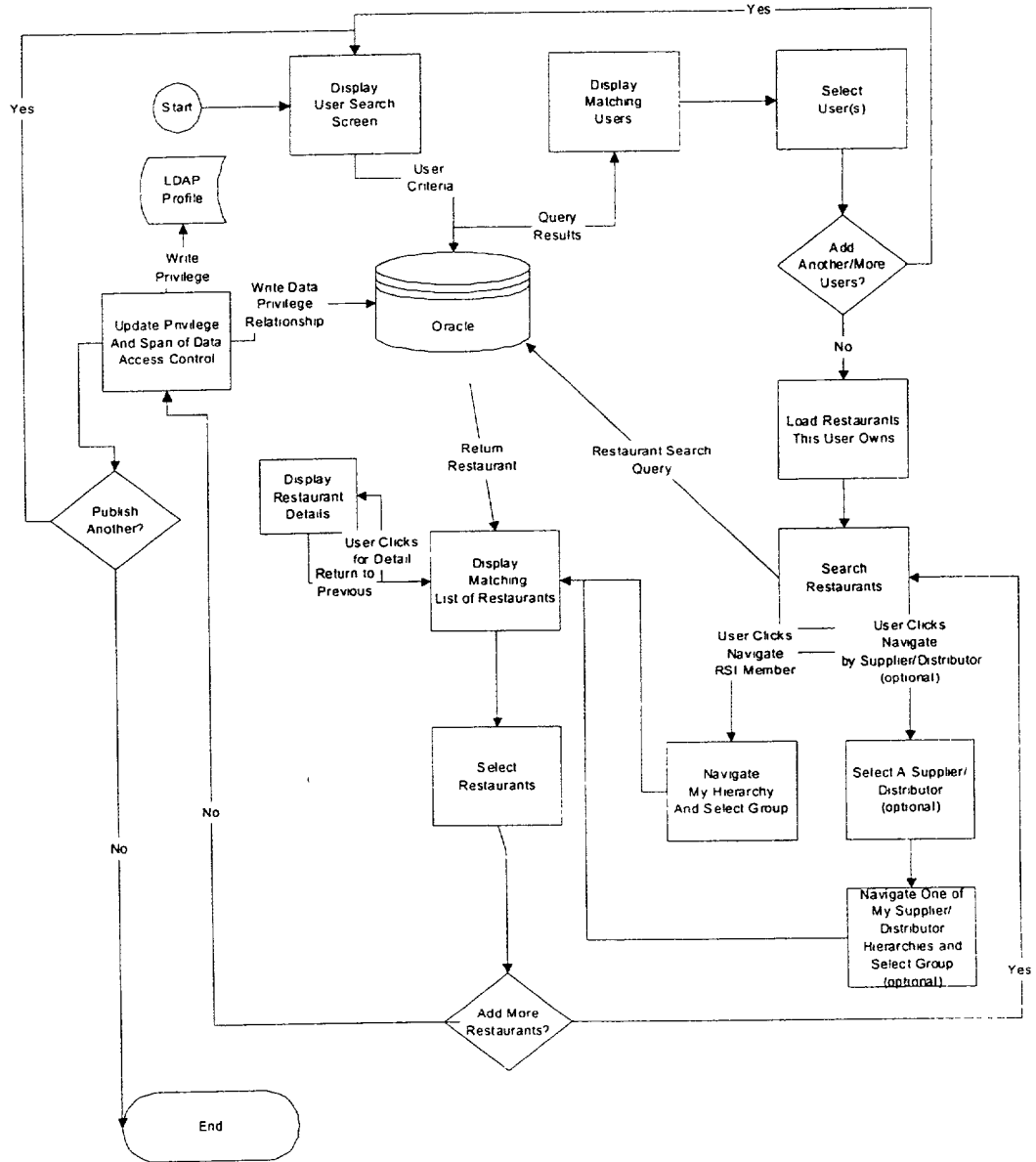
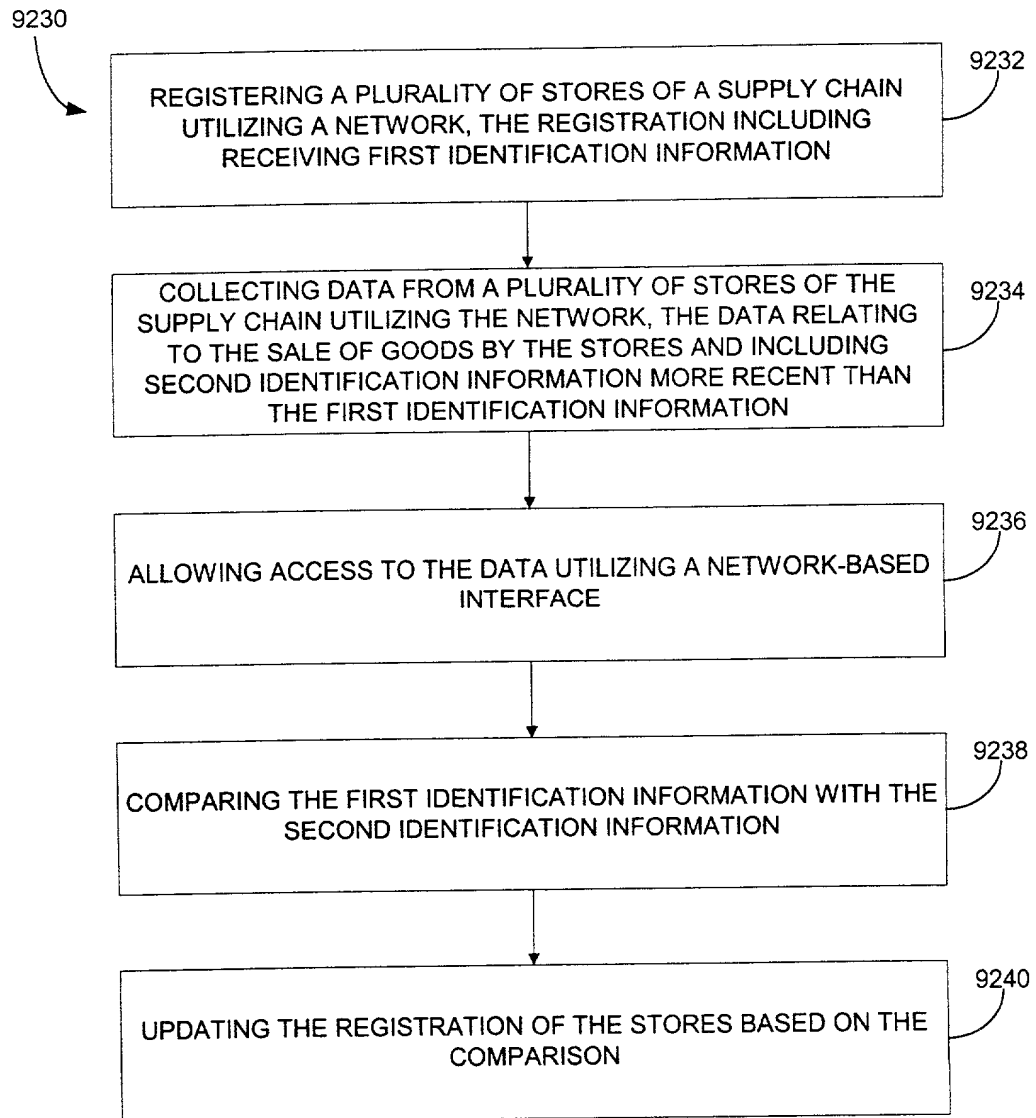
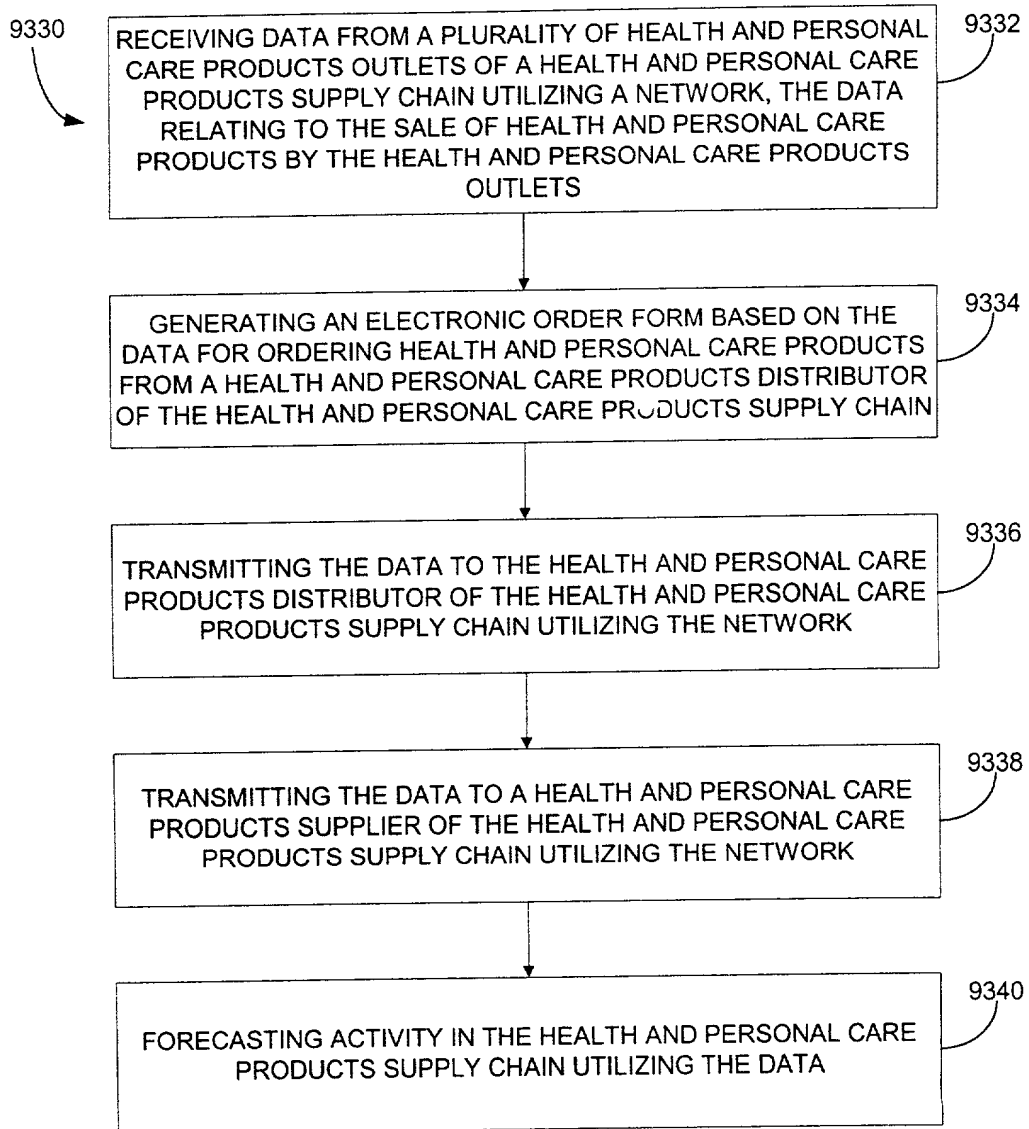


Fig. 91

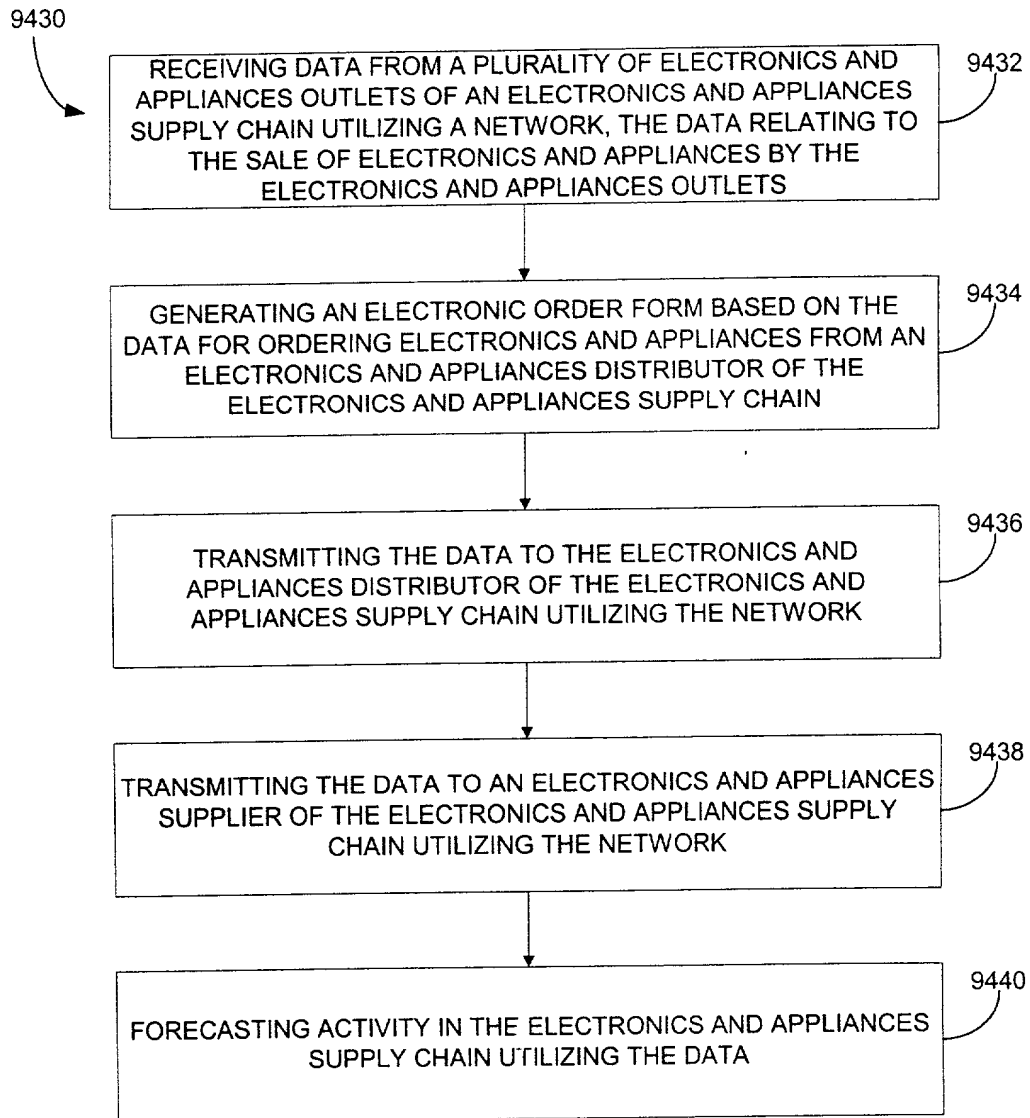


**FIG. 92**

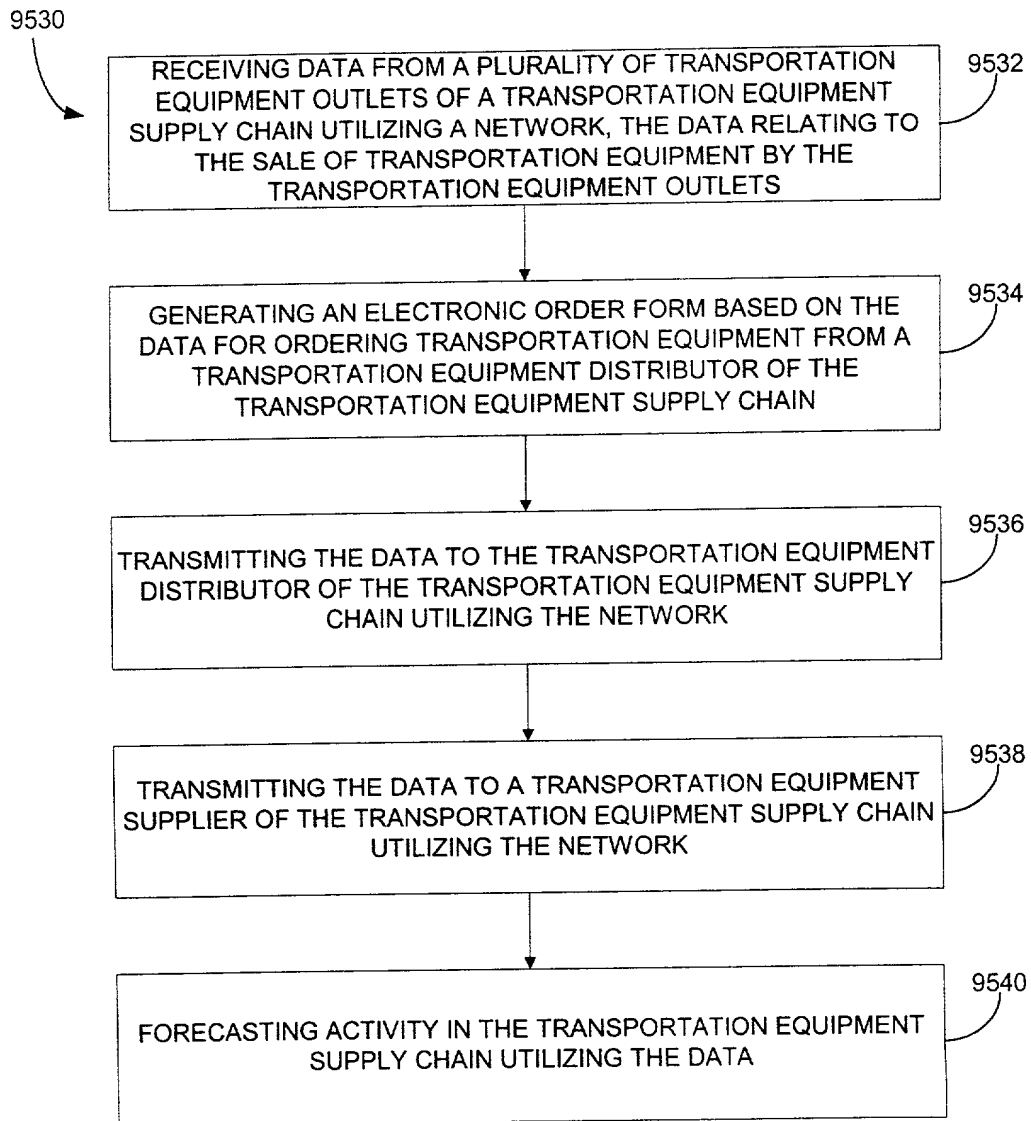




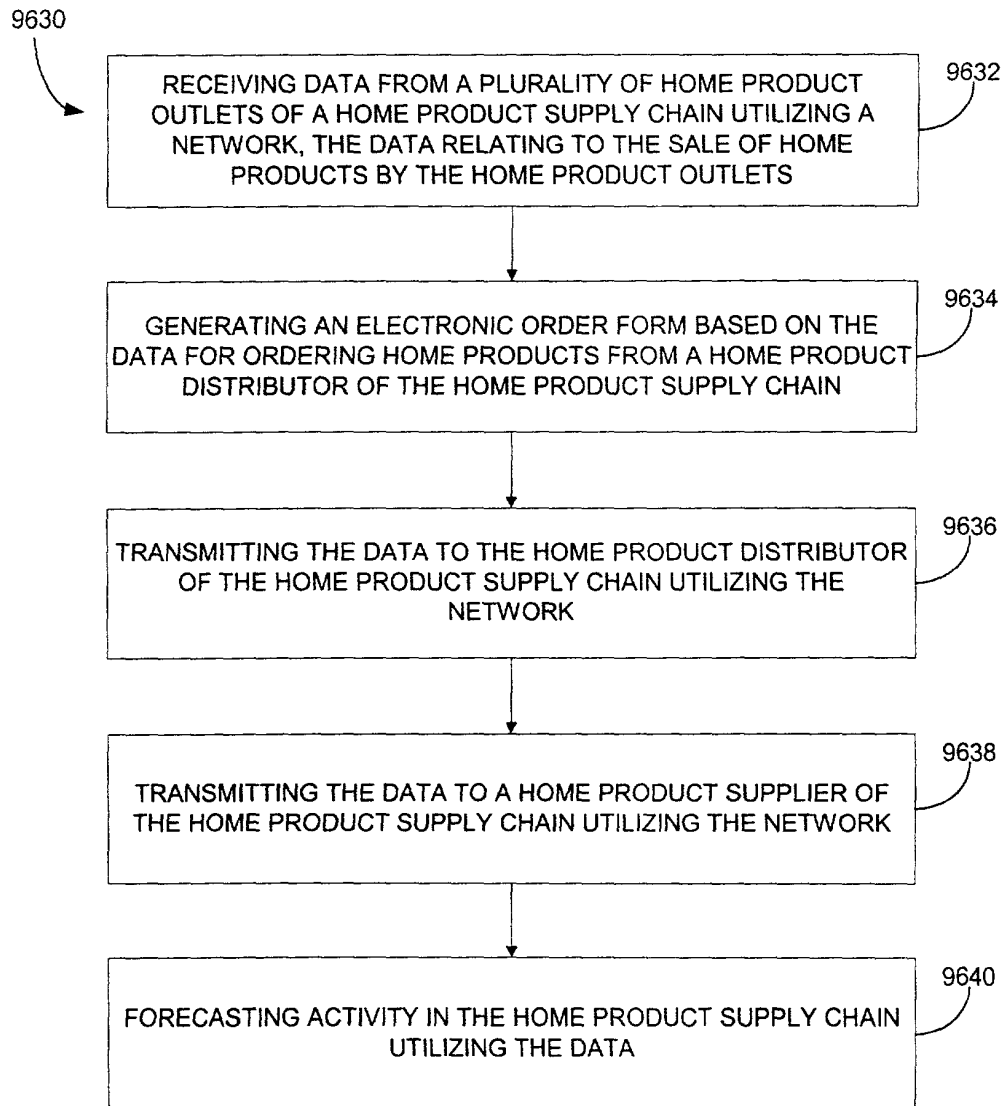
**FIG. 93**



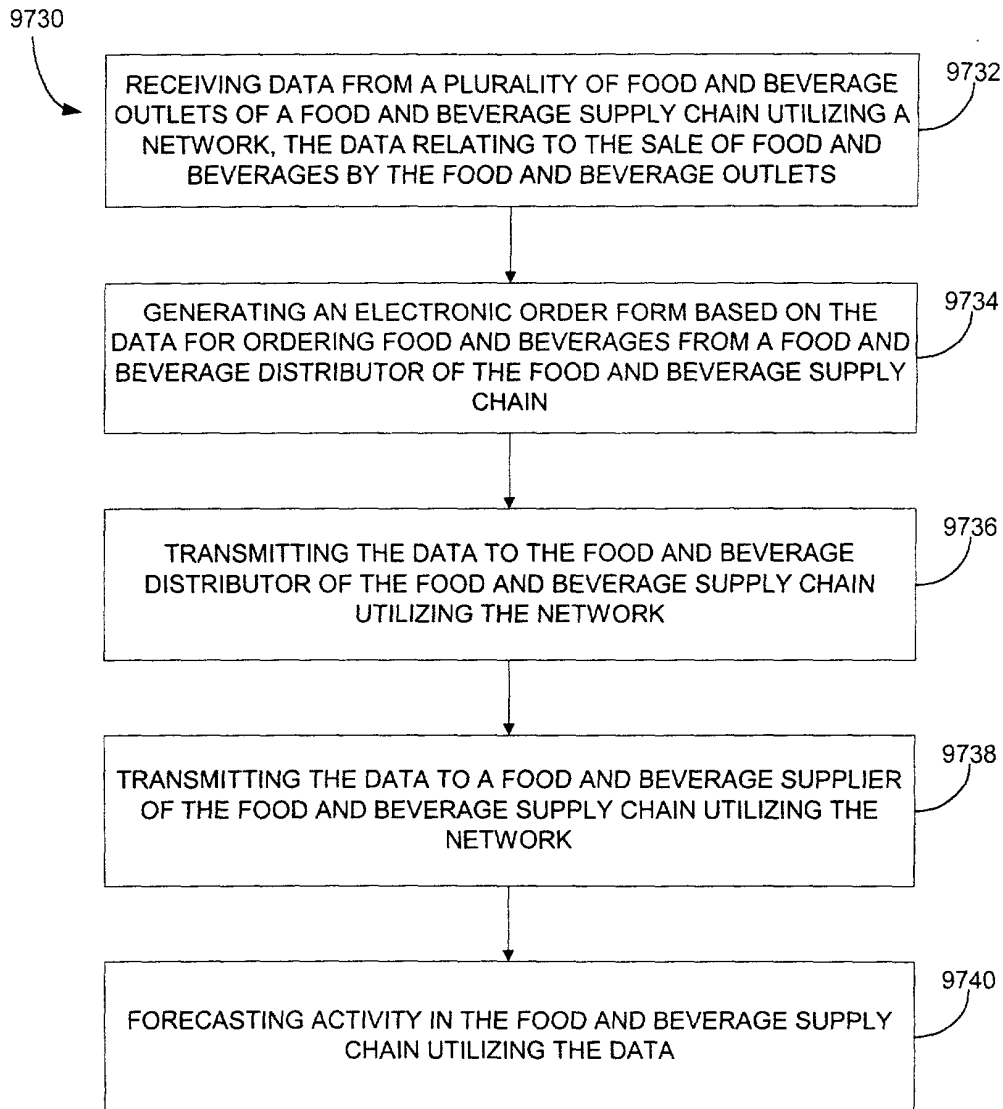
**FIG. 94**



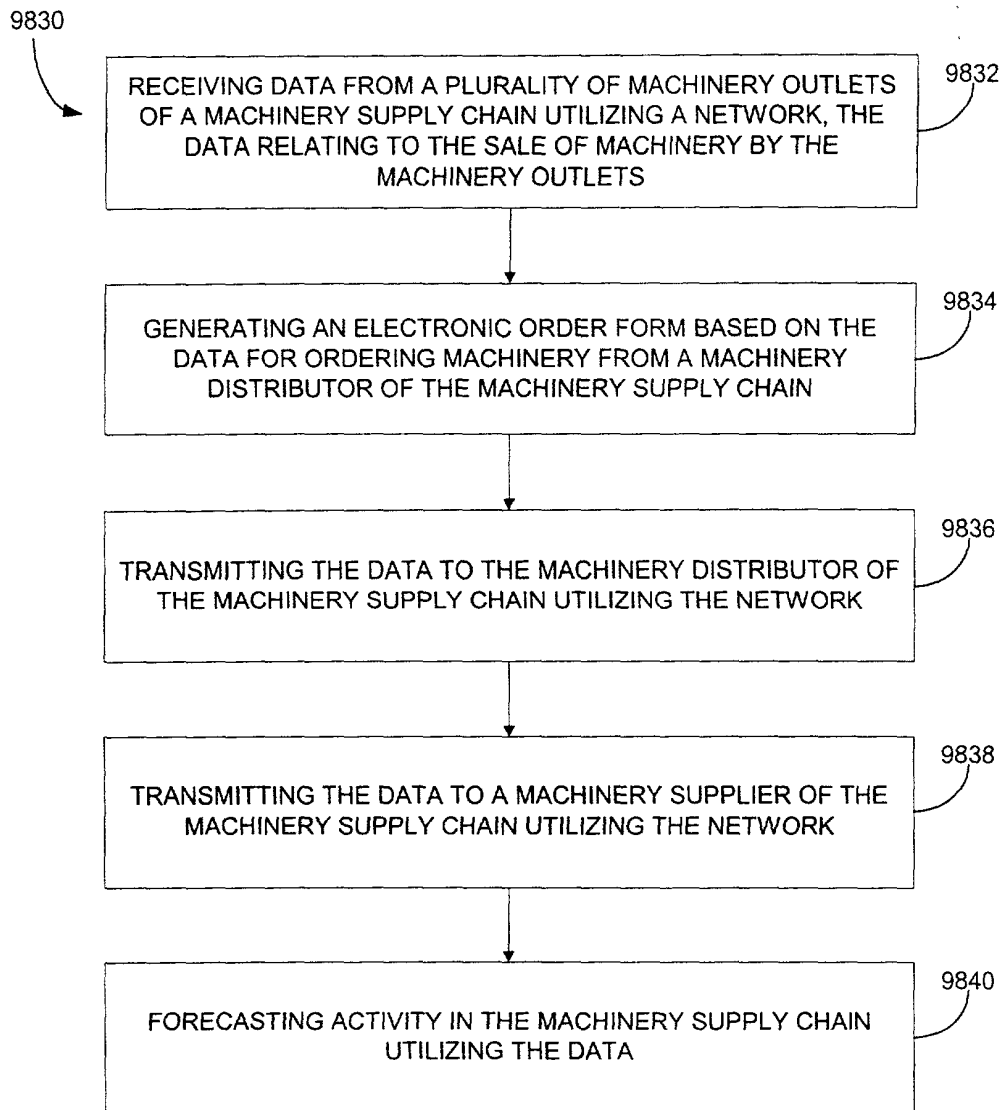
**FIG. 95**



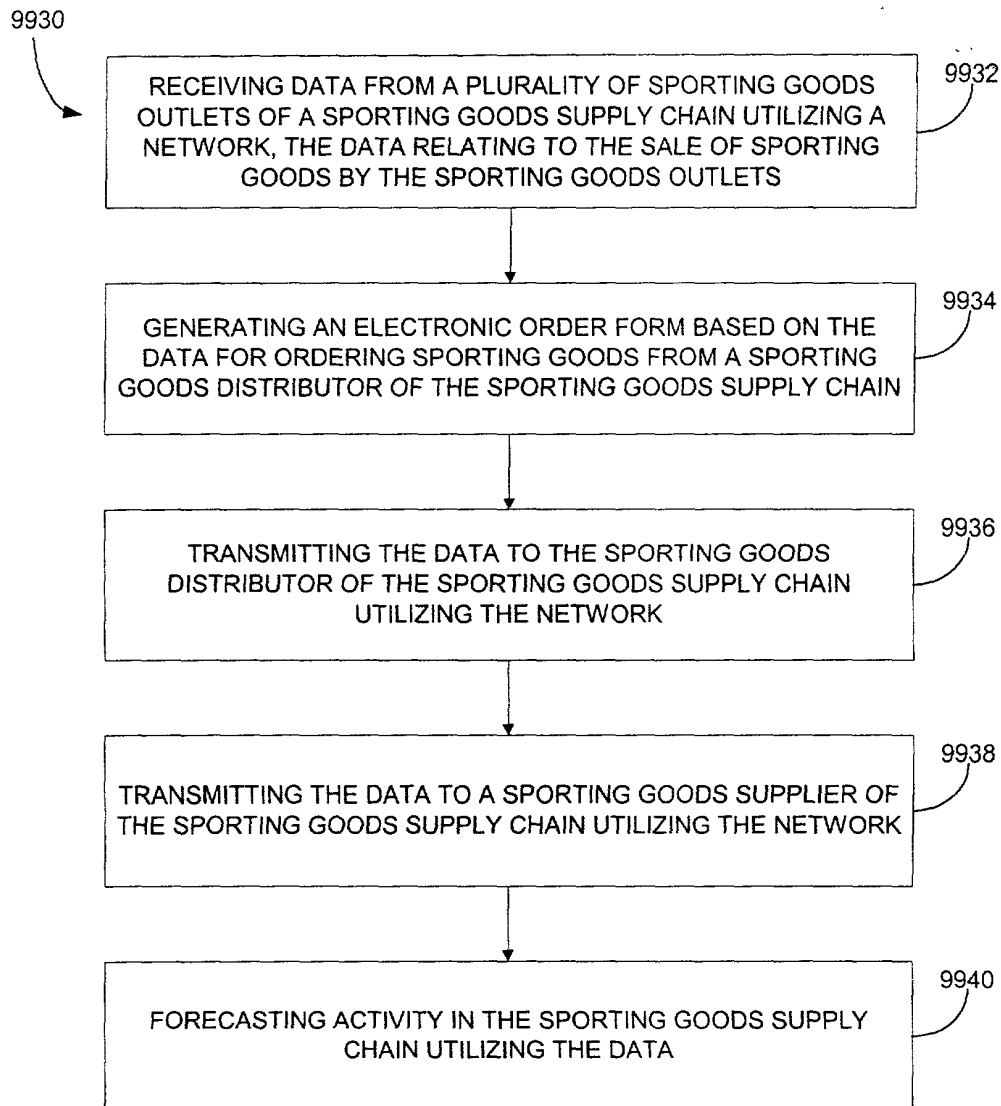
**FIG. 96**



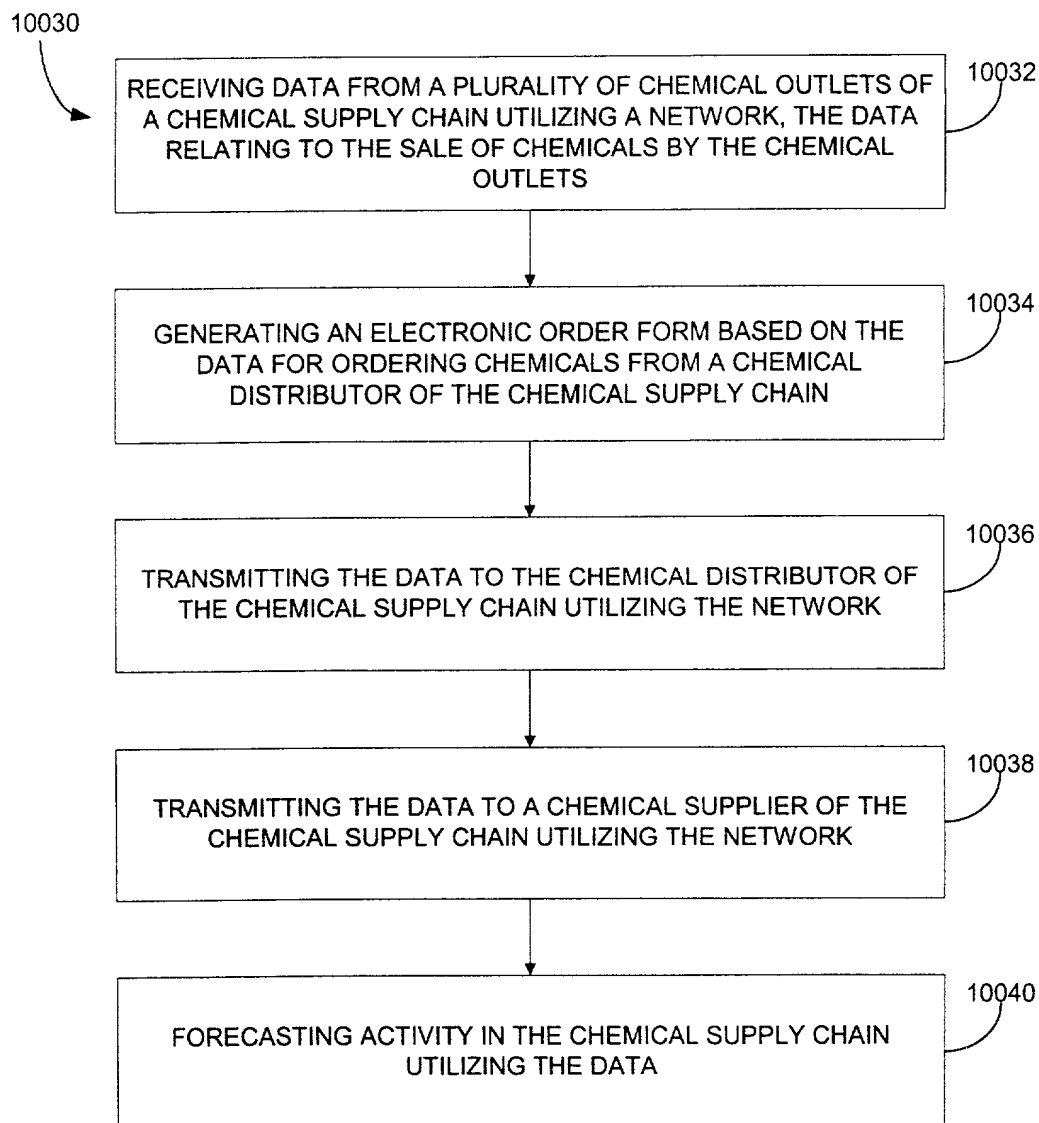
**FIG. 97**



**FIG. 98**

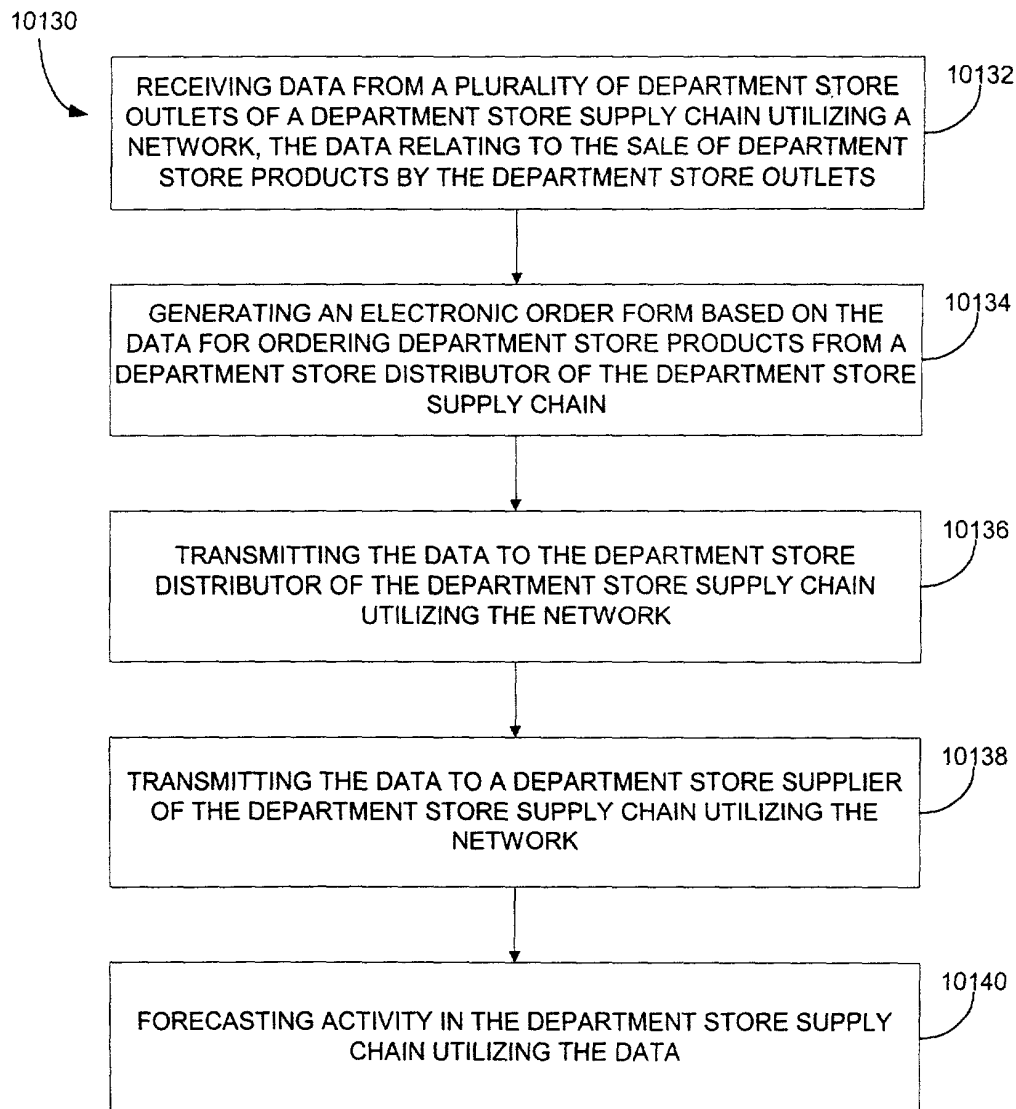


**FIG. 99**

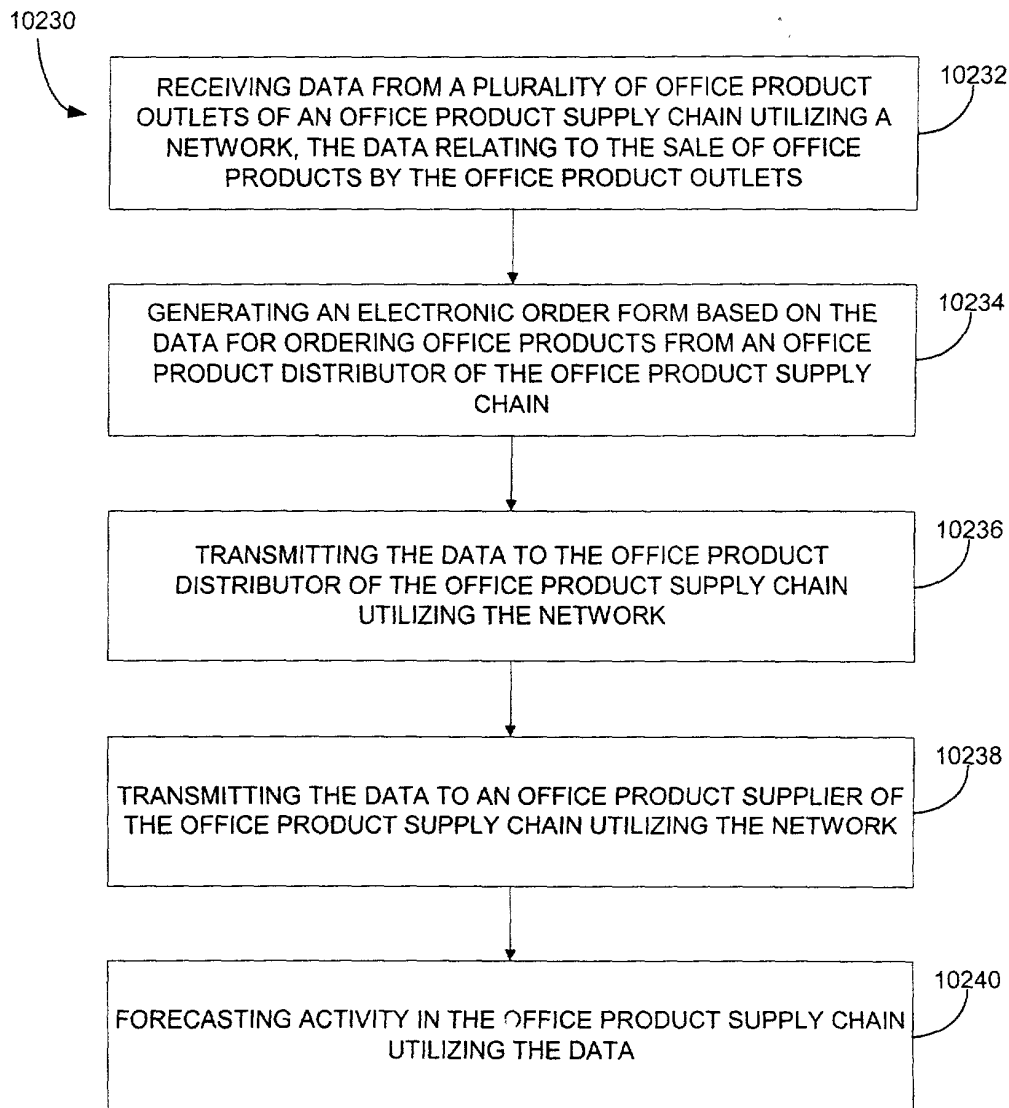


**FIG. 100**



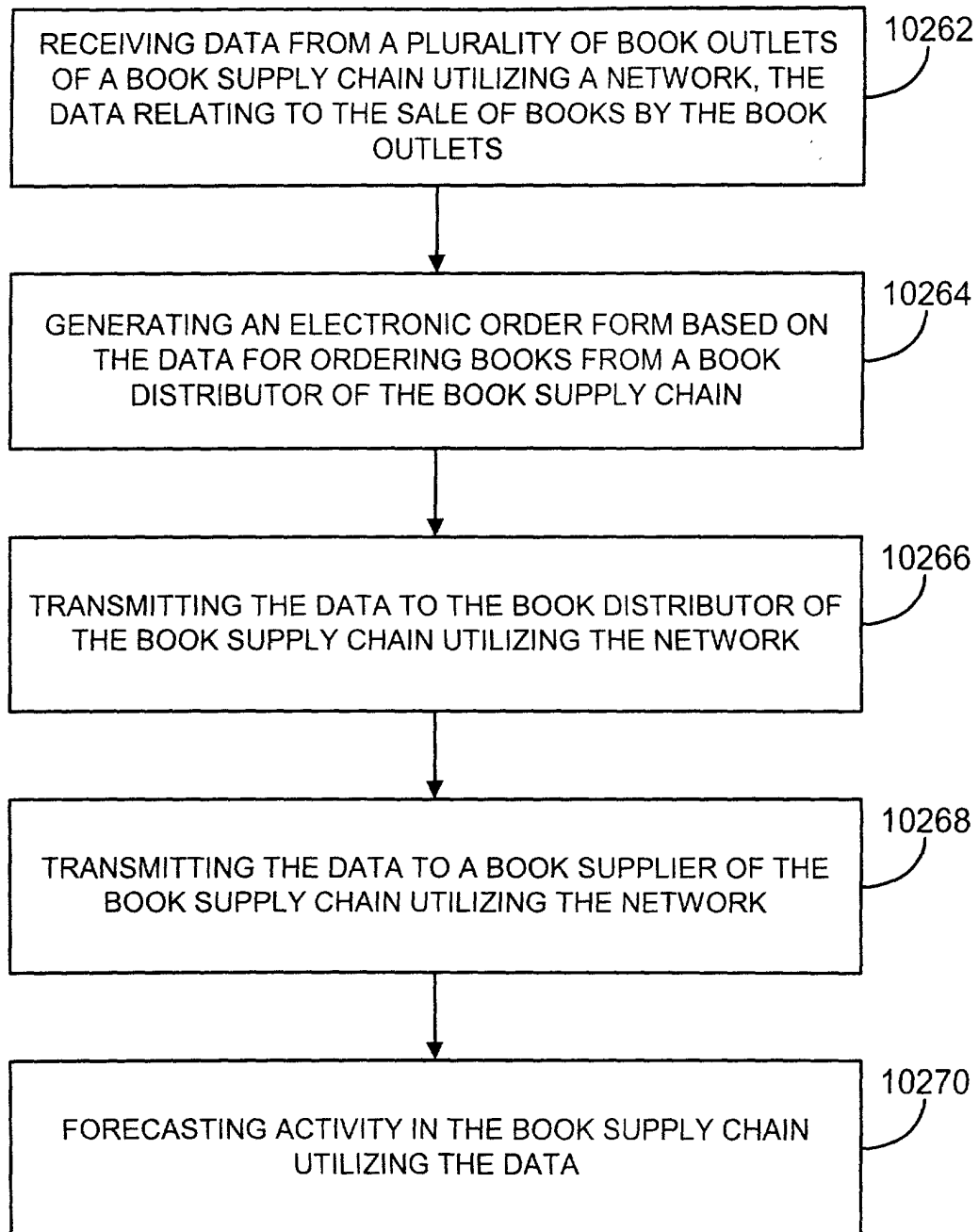


**FIG. 101**

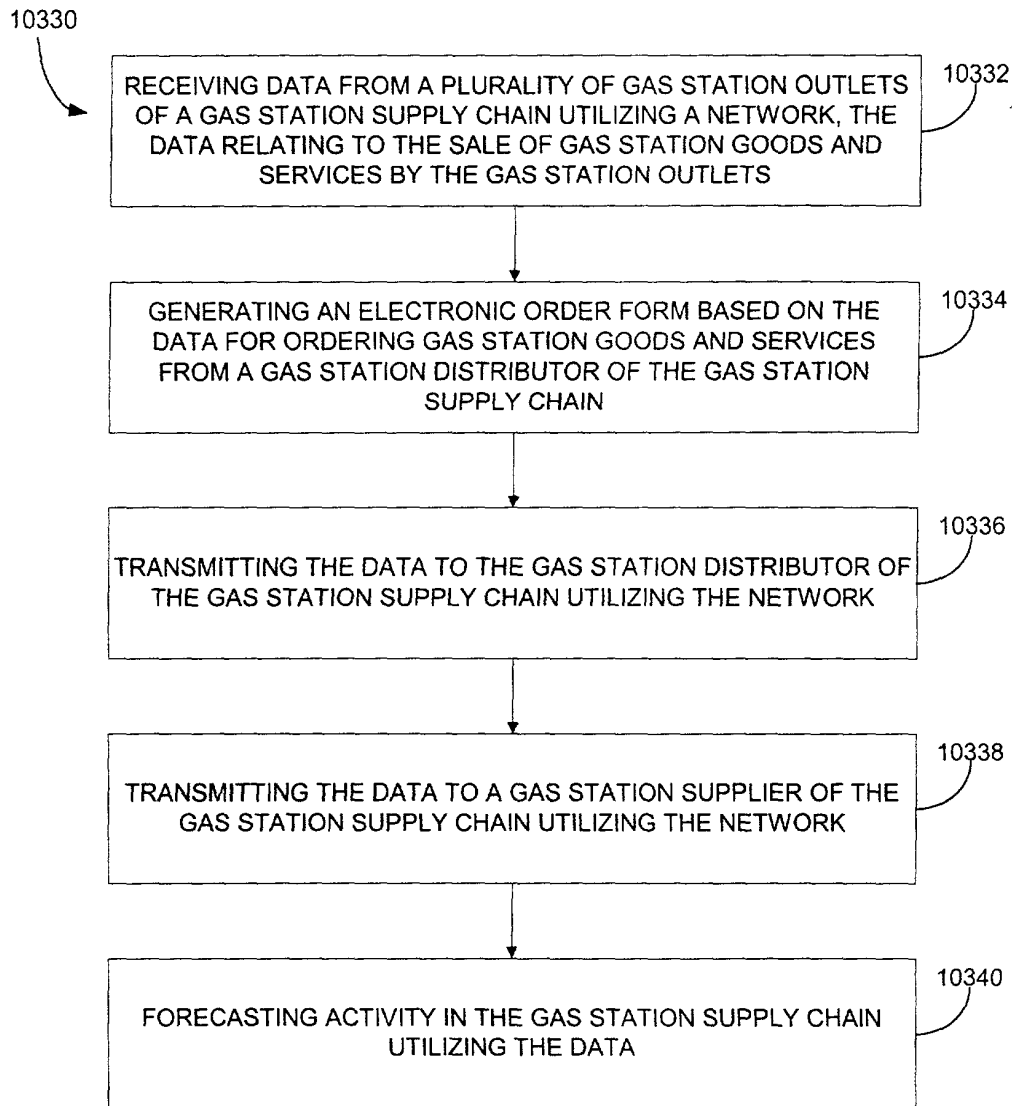


**FIG. 102A**

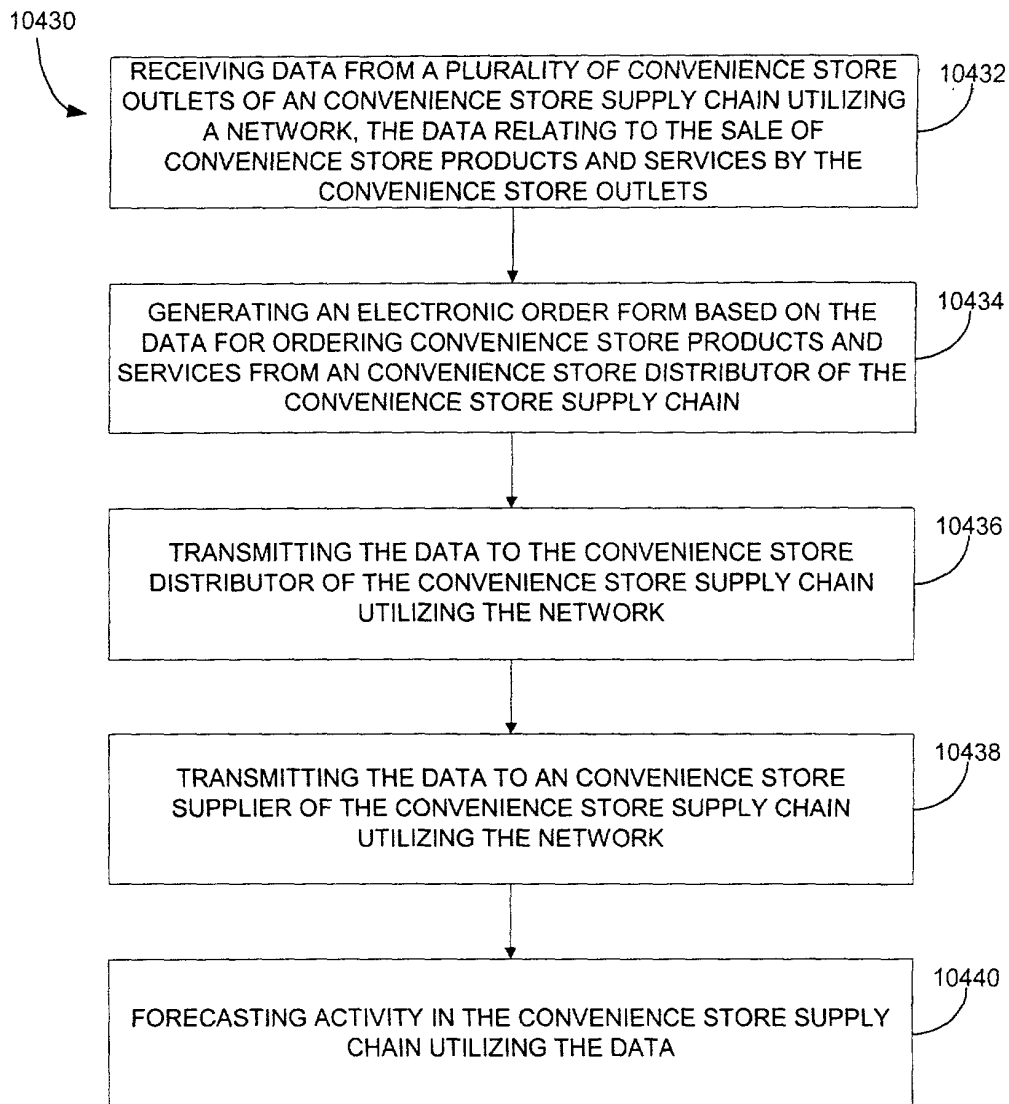
10260



**FIG. 102B**

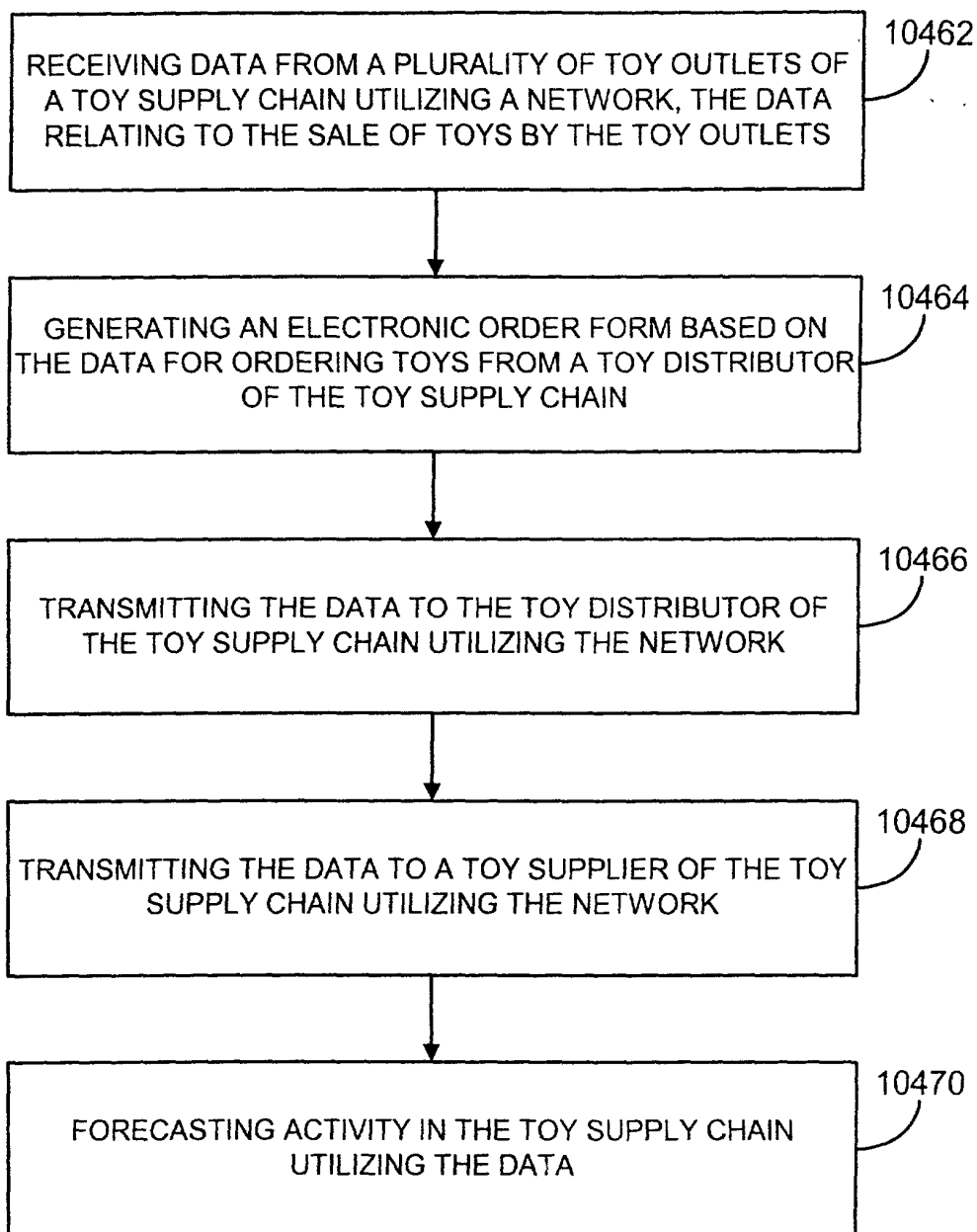


**FIG. 103**

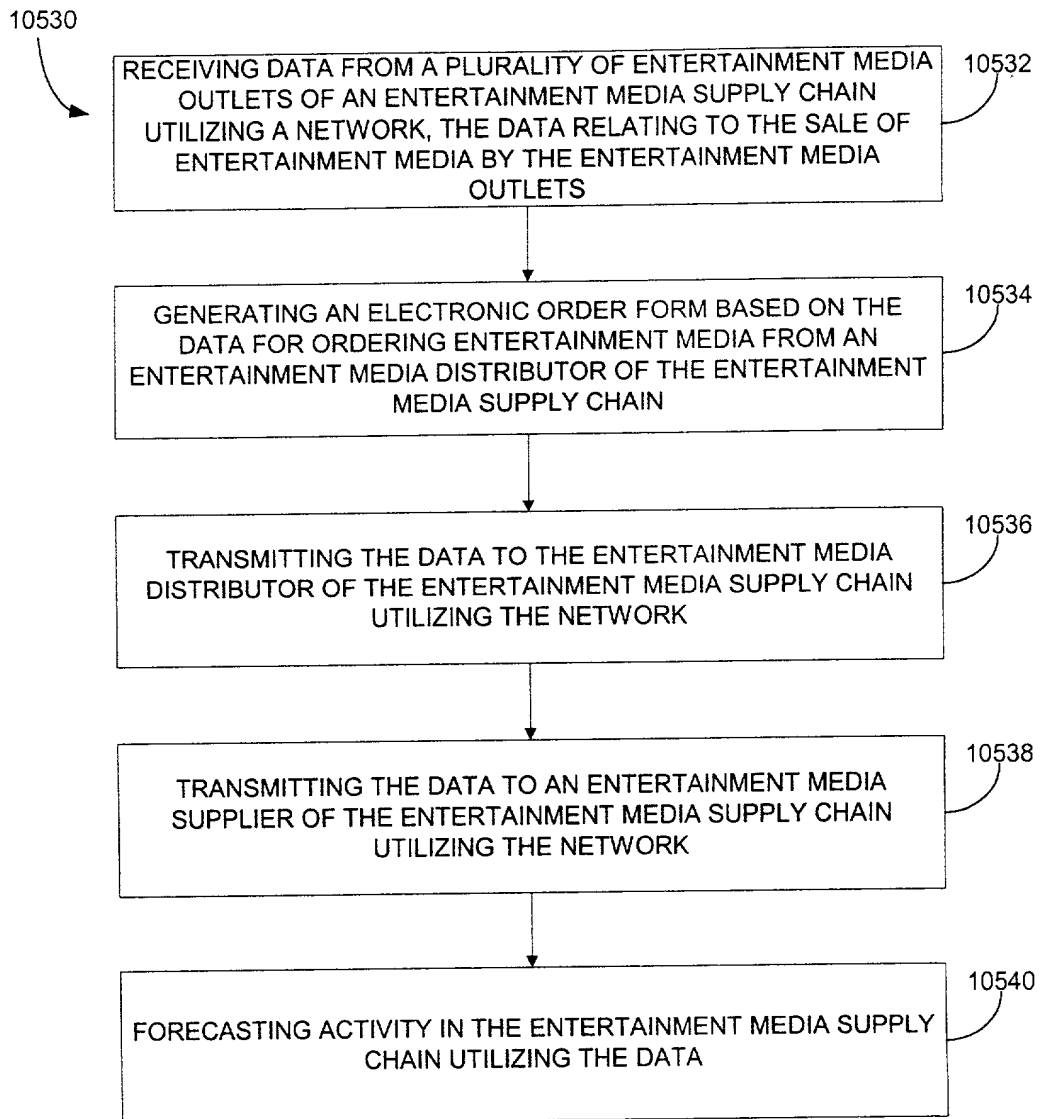


**FIG. 104A**

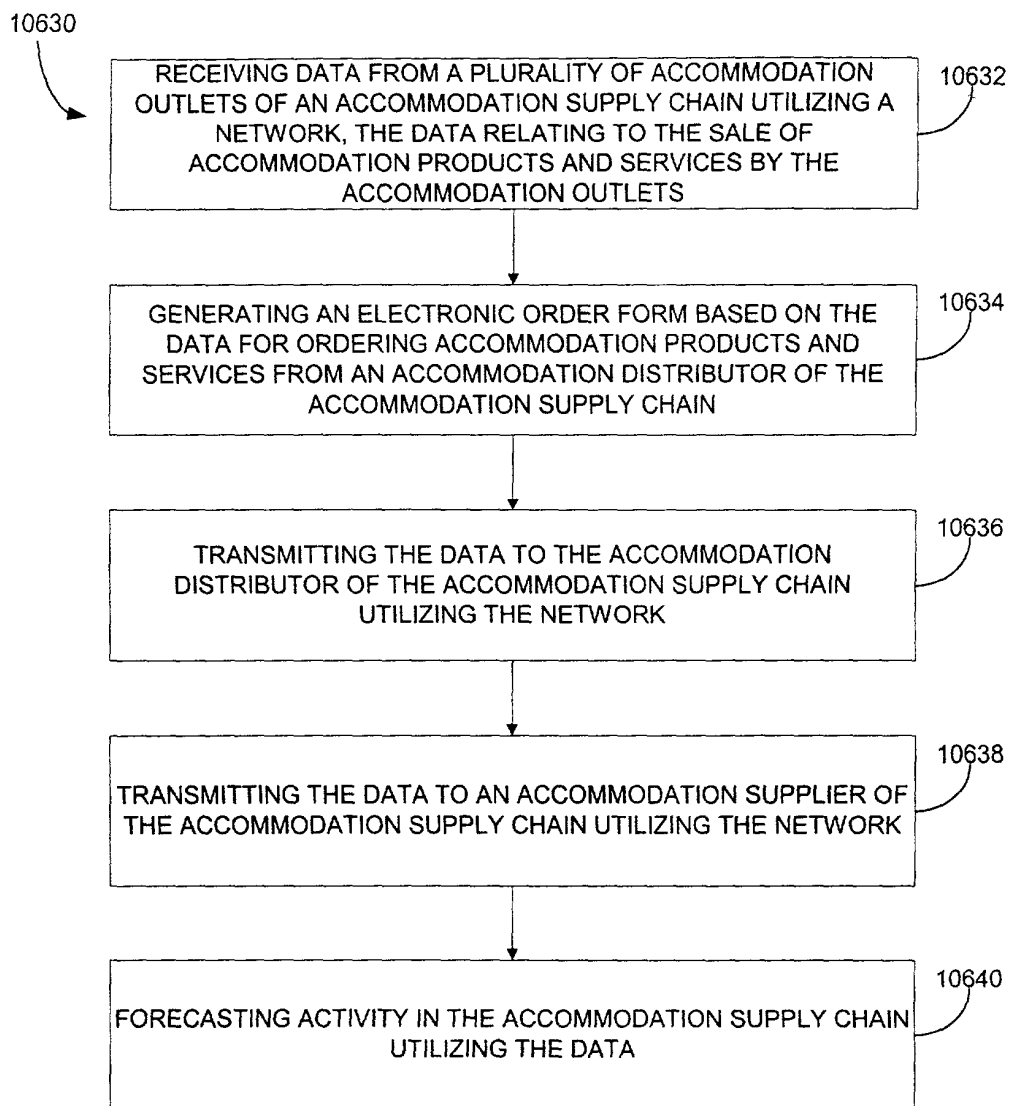
10460



**FIG. 104B**

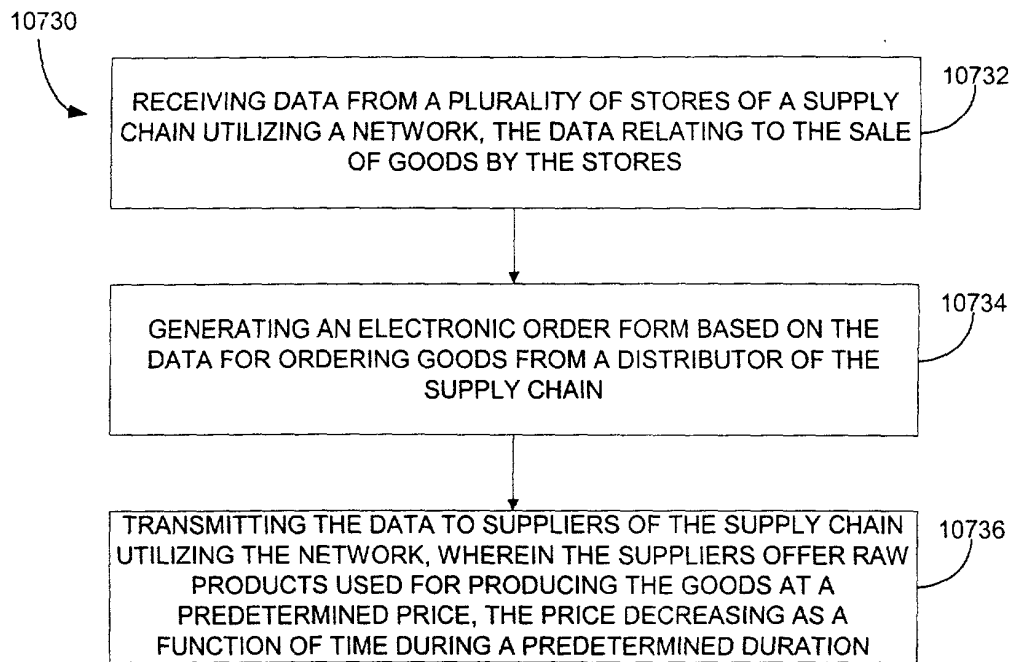


**FIG. 105**

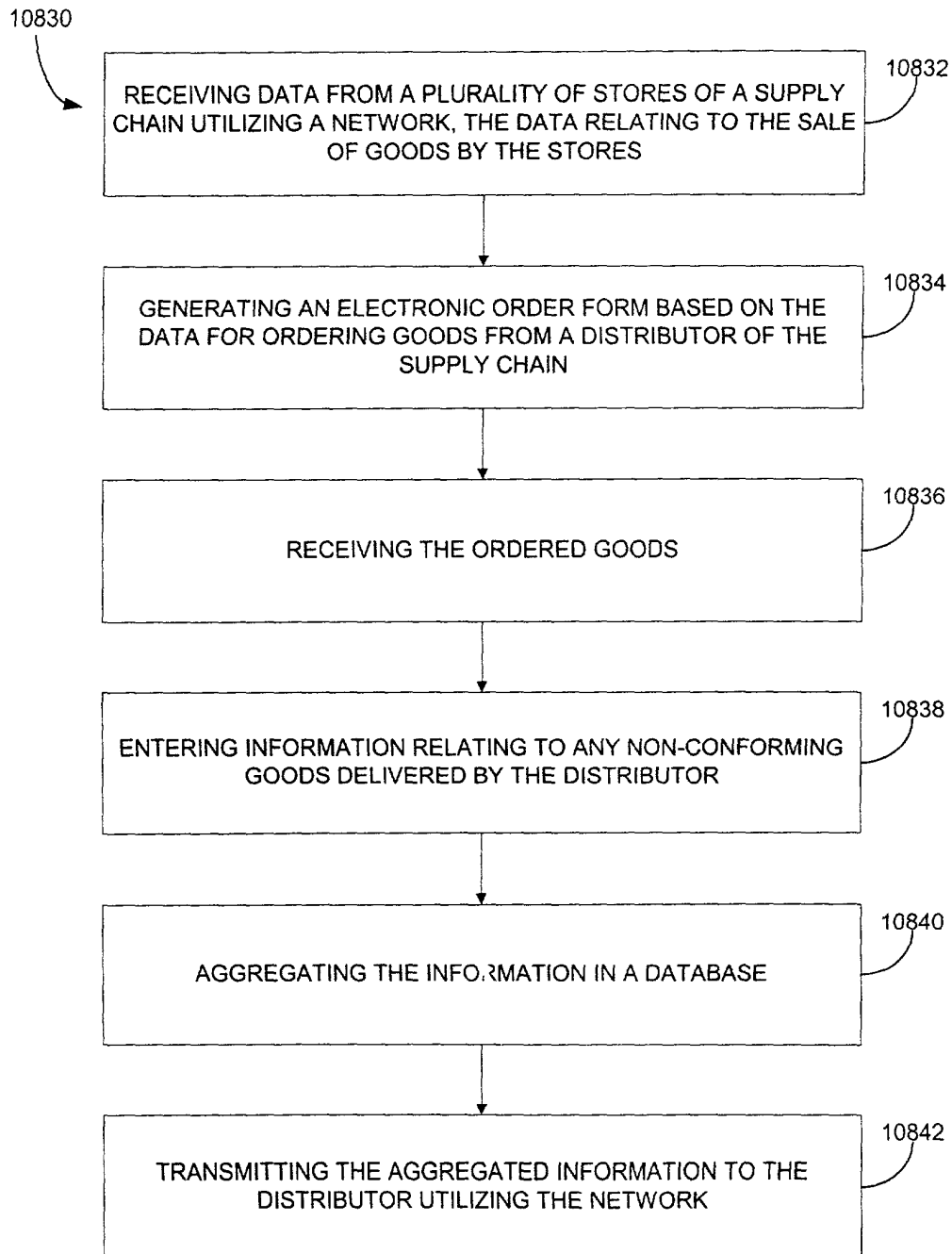


**FIG. 106**



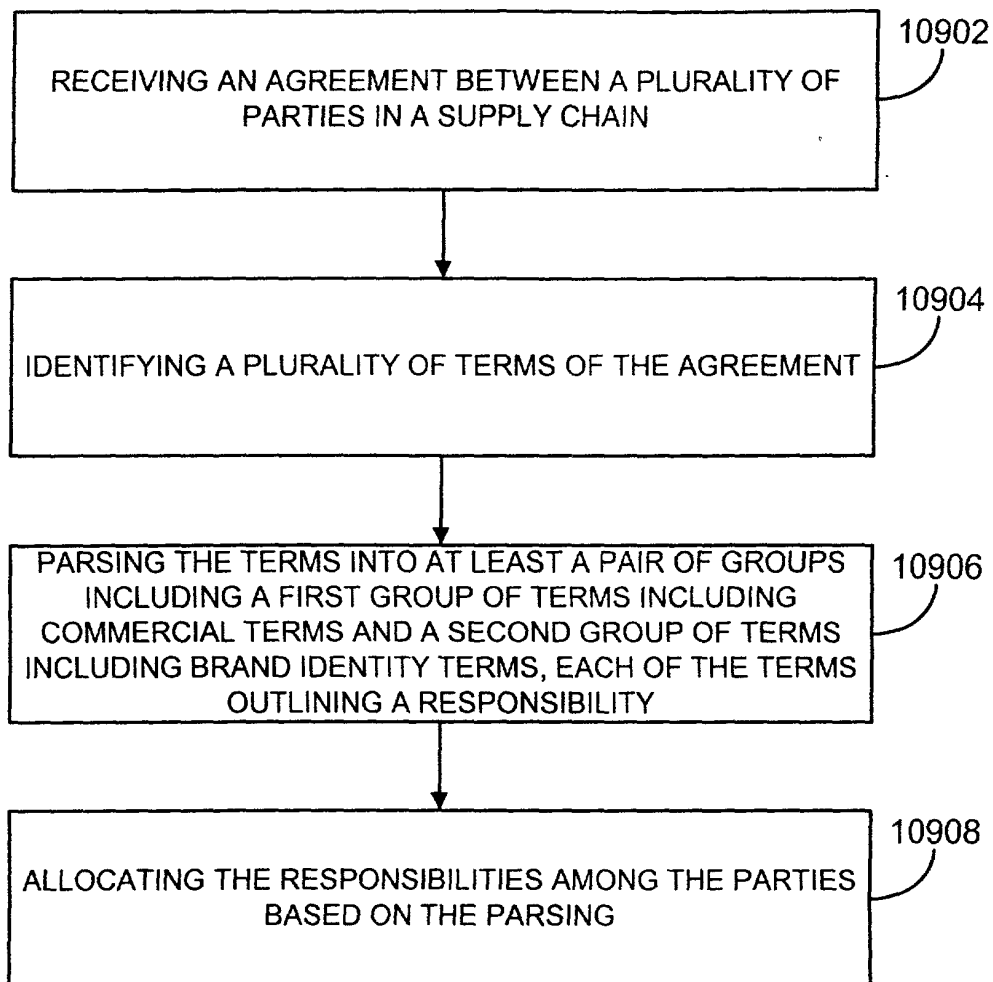


**FIG. 107**



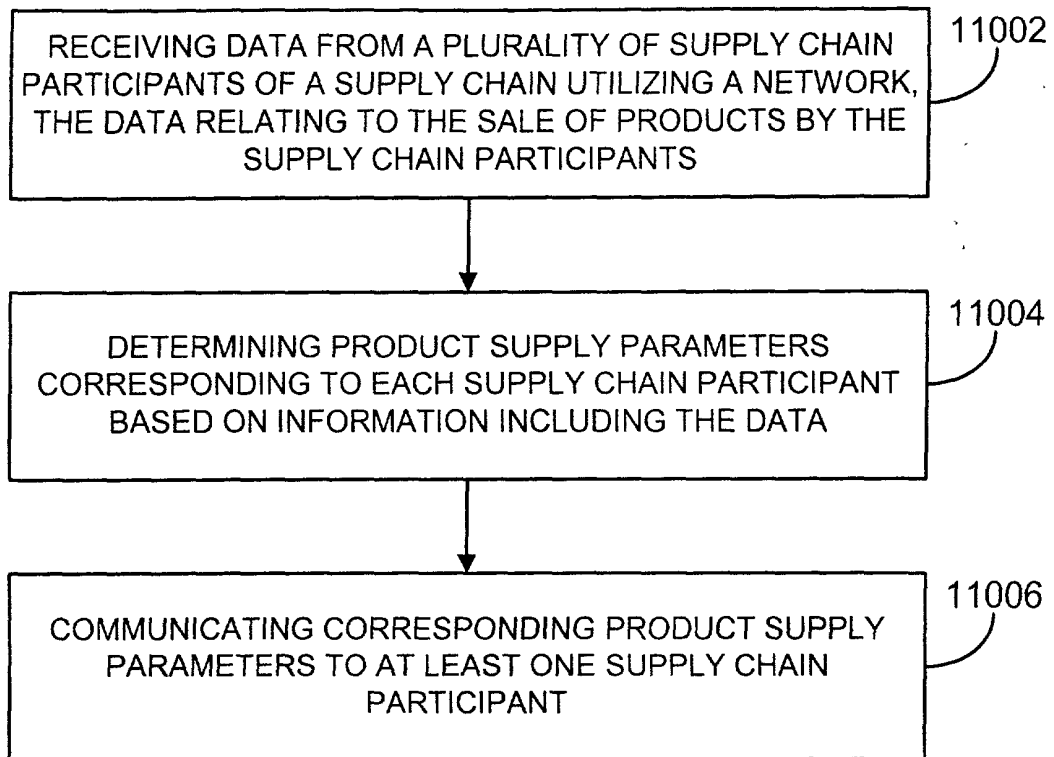
**FIG. 108**

10900



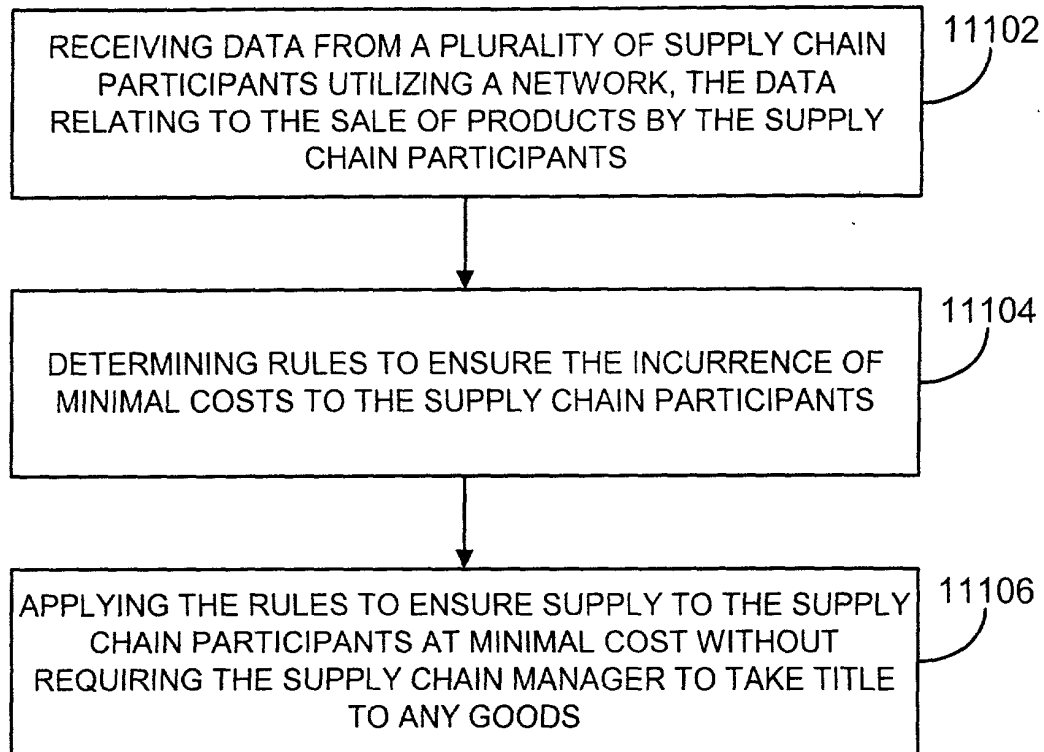
**FIG. 109**

11000



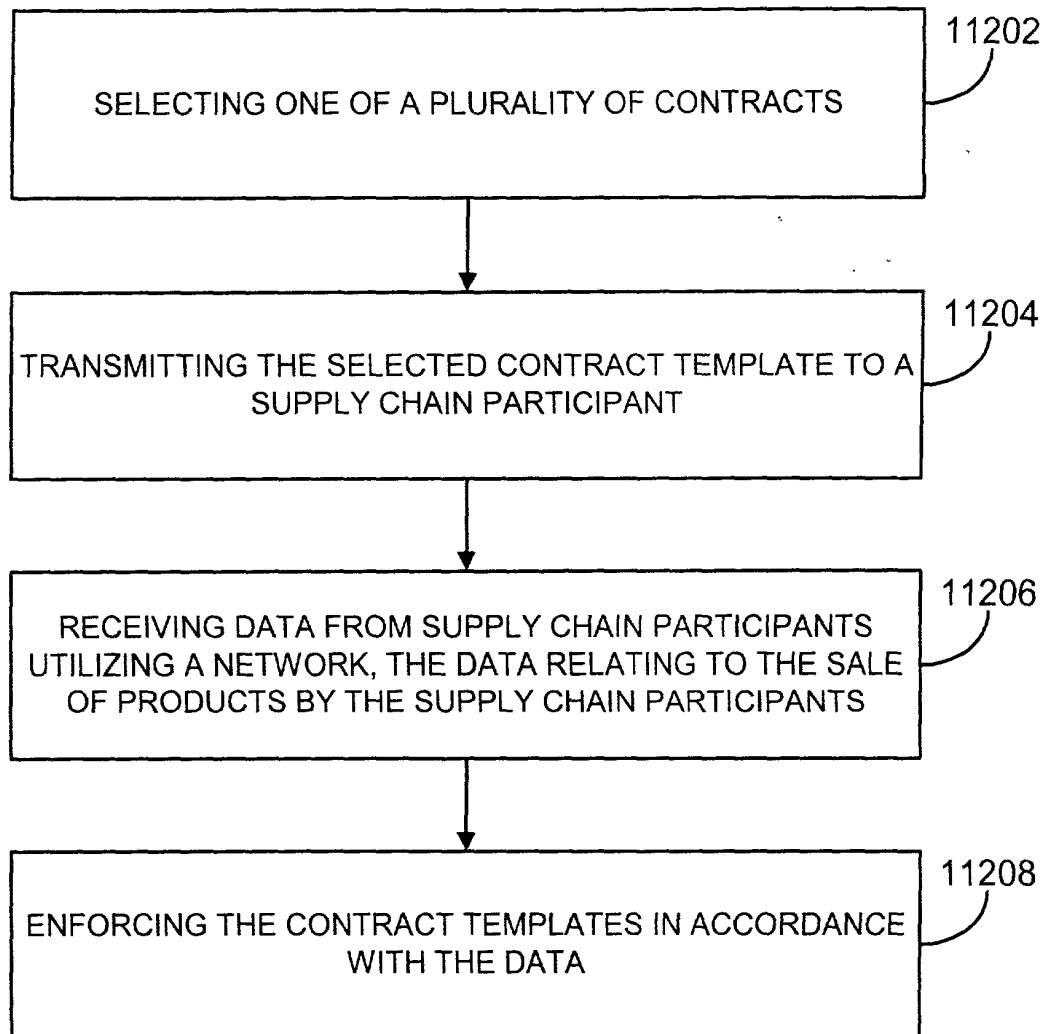
**FIG. 110**

11100



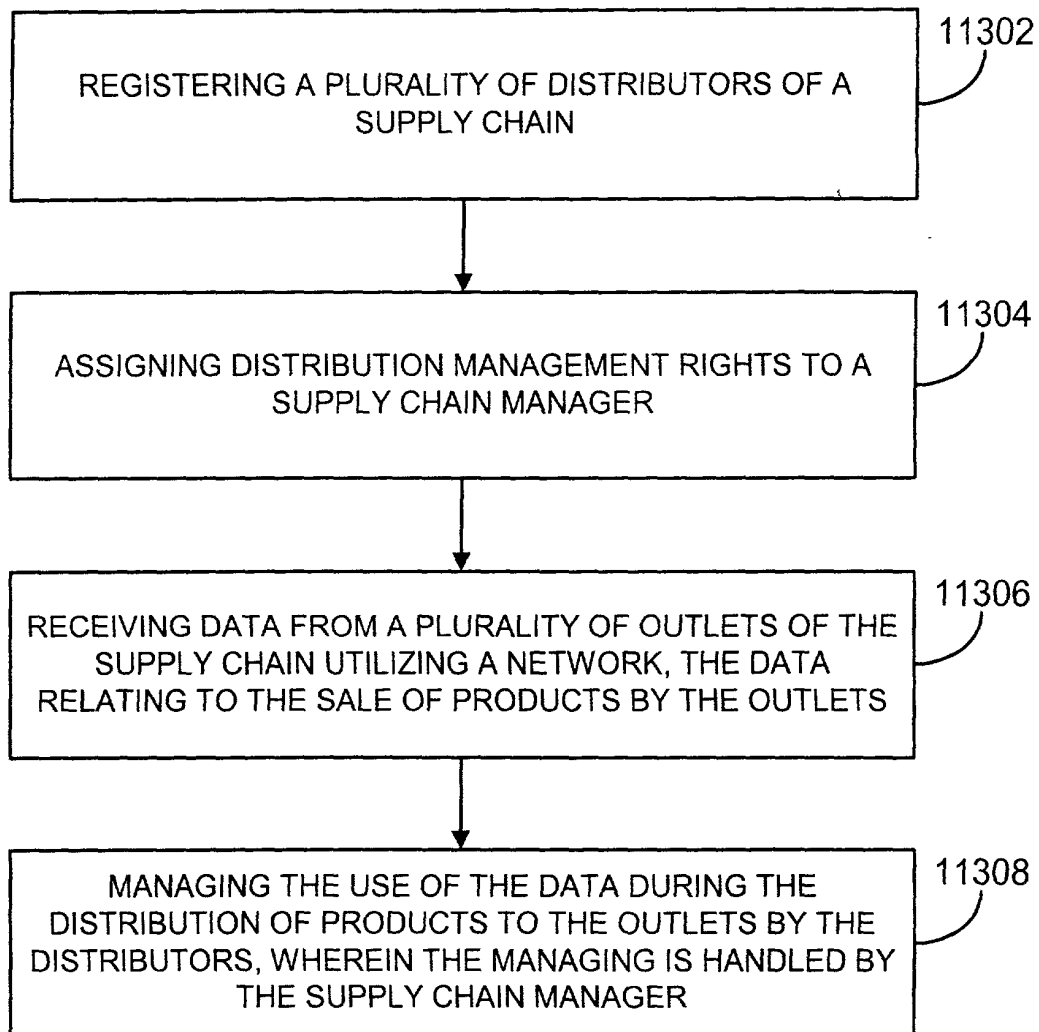
**FIG. 111**

11200



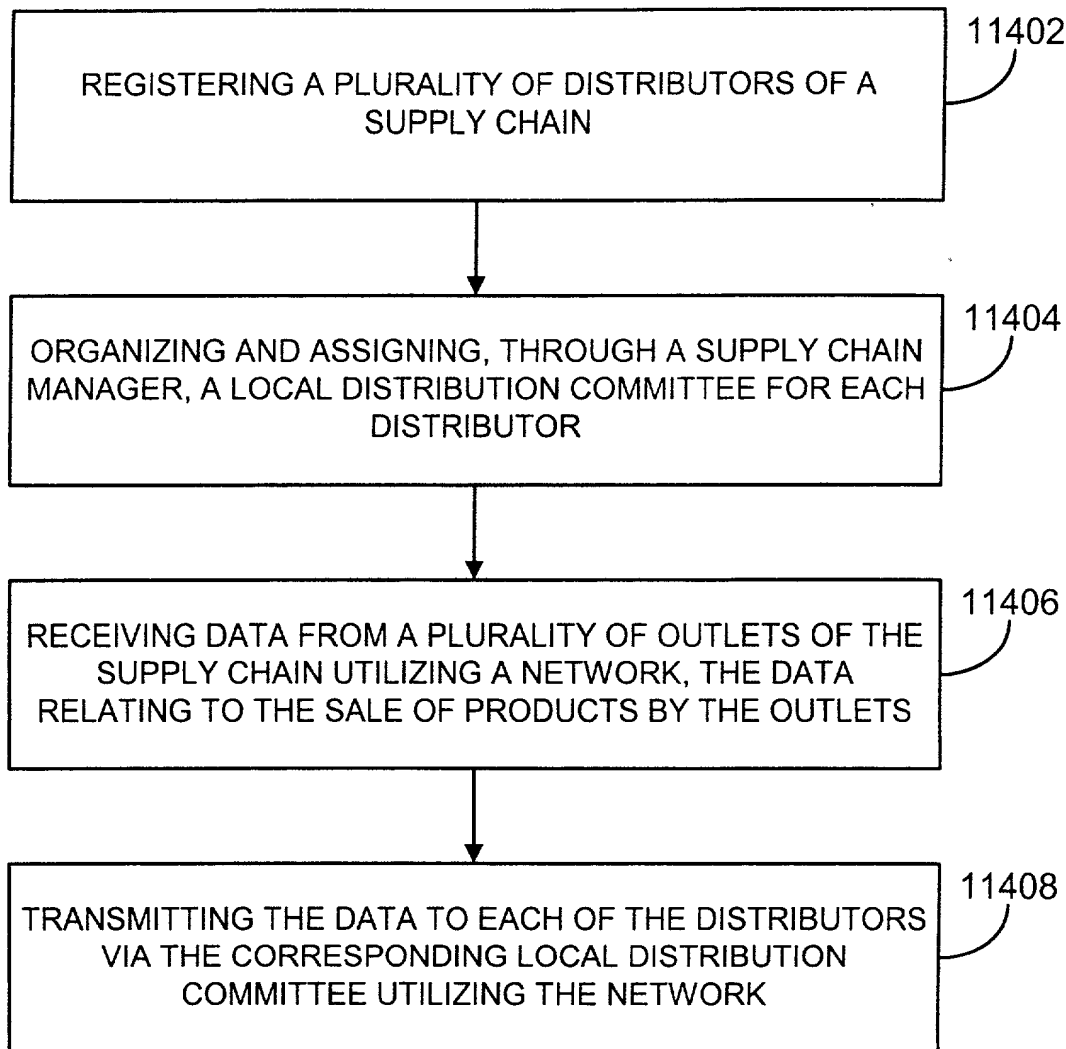
**FIG. 112**

11300



**FIG. 113**

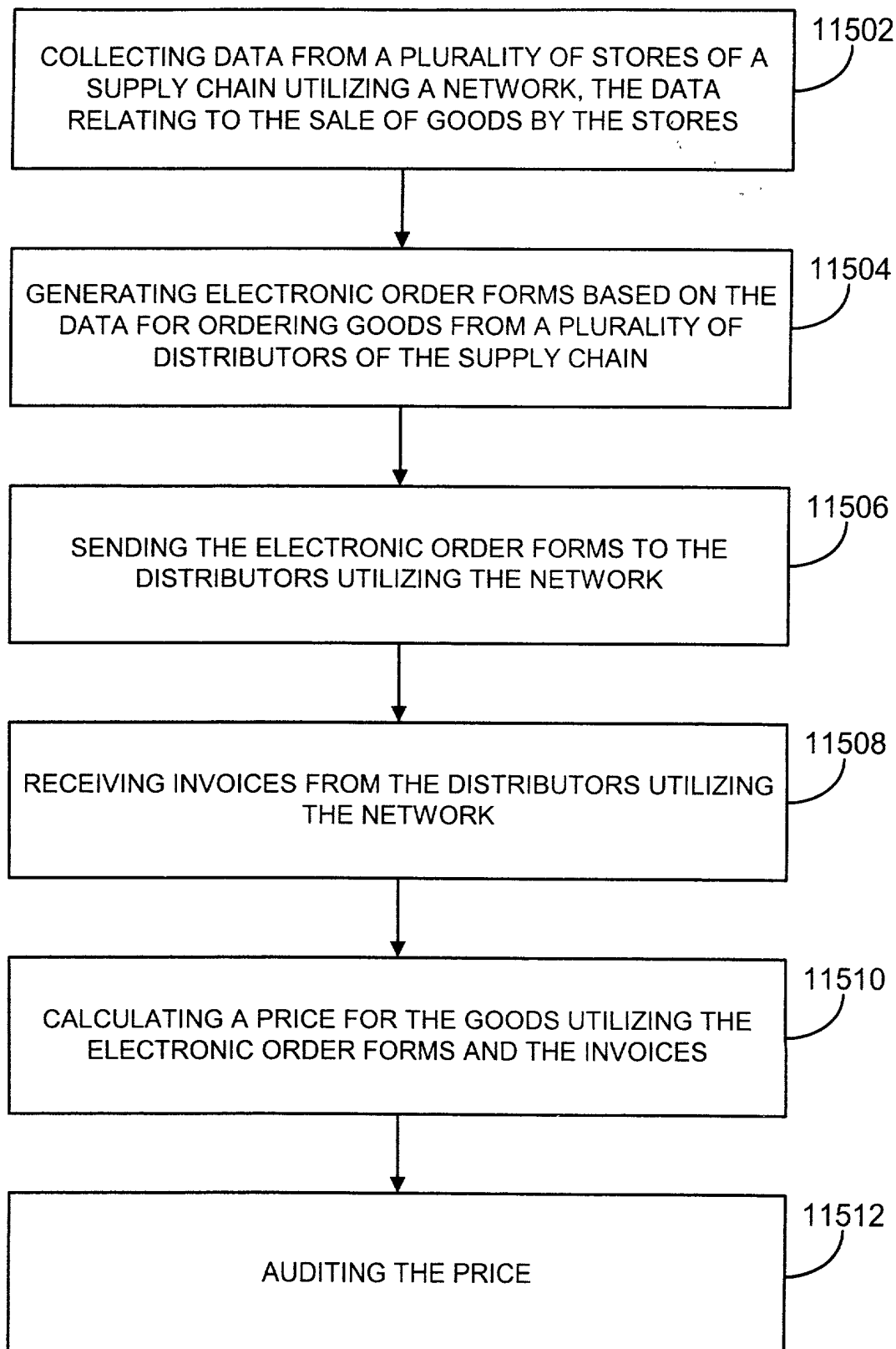
11400



**FIG. 114**

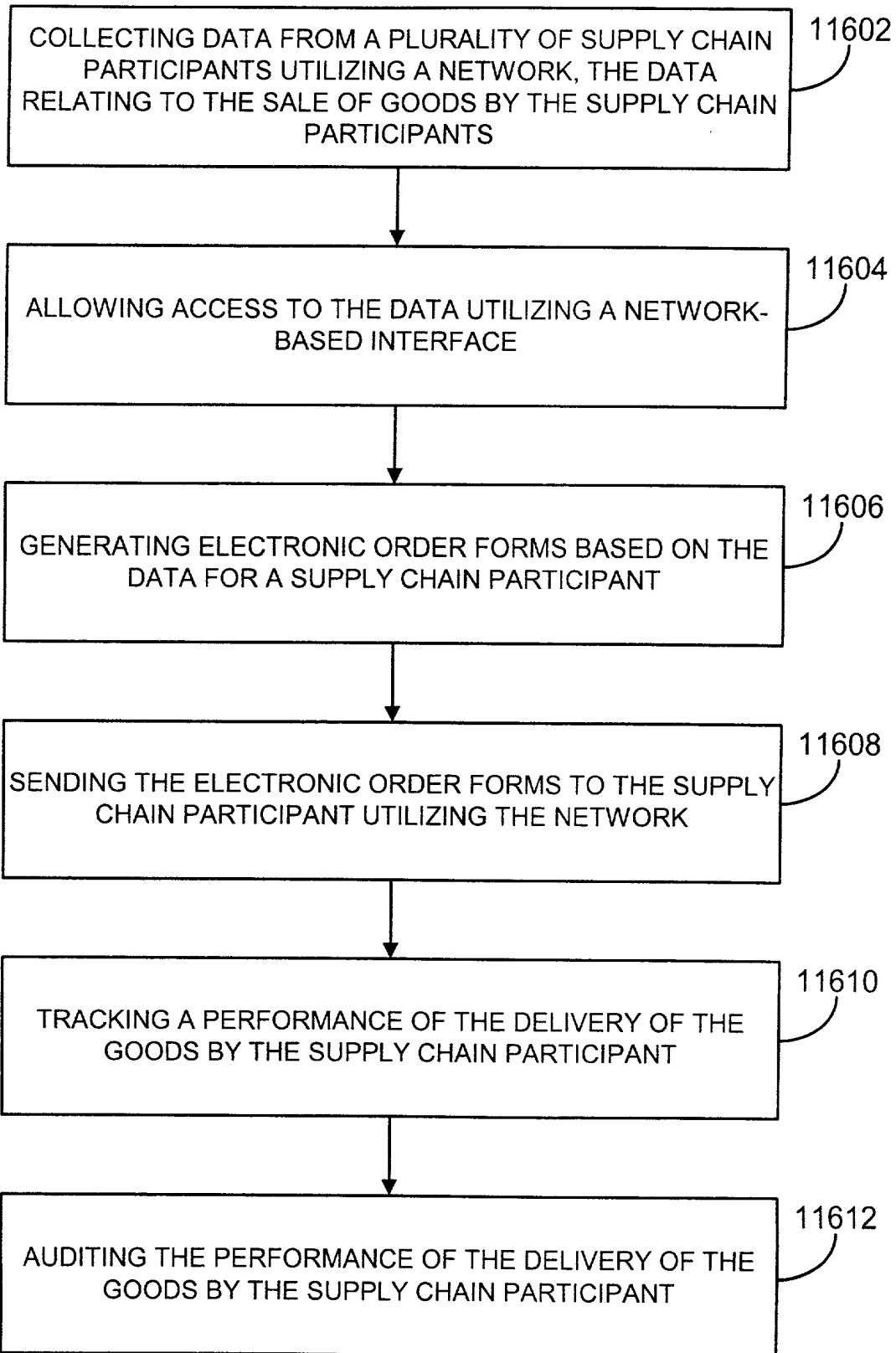


11500



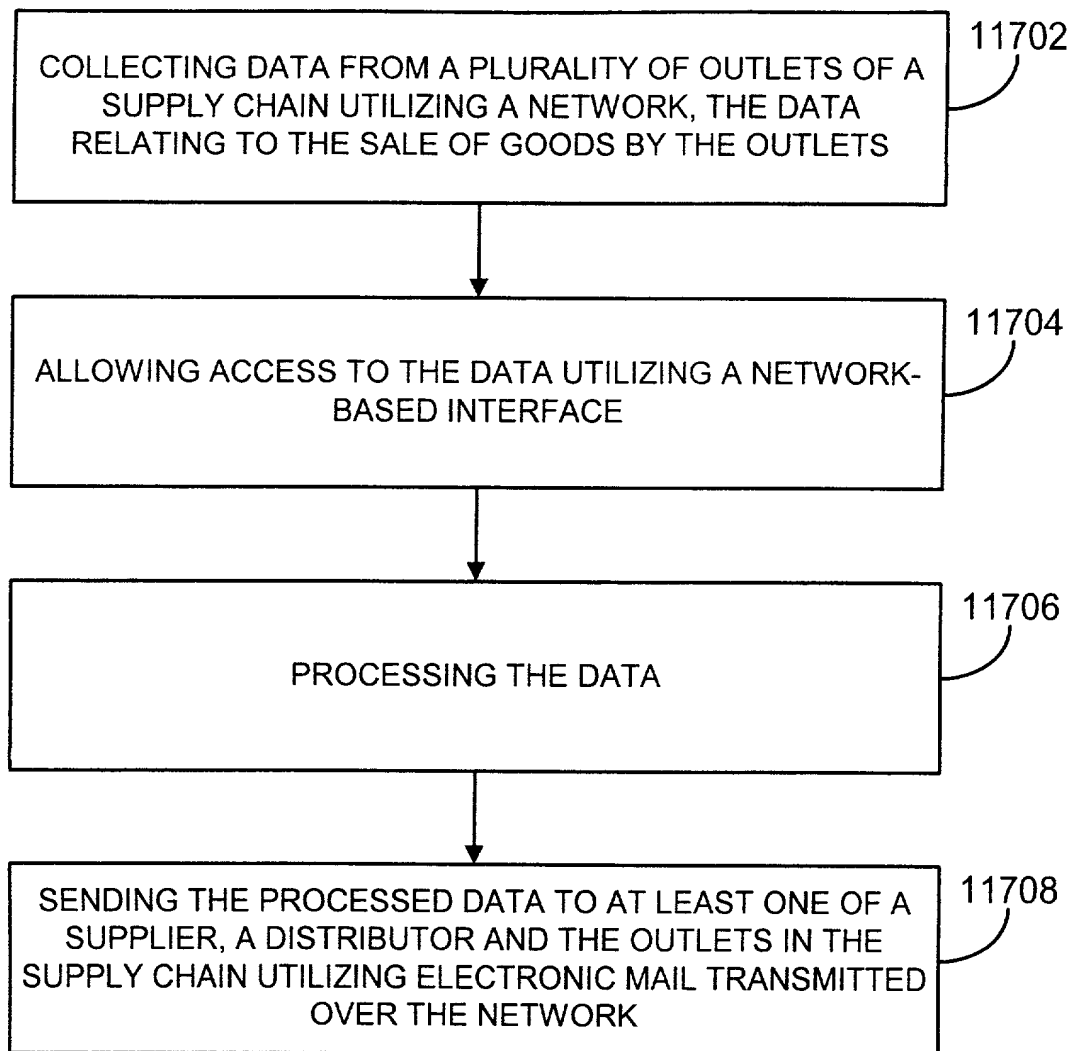
**FIG. 115**

11600



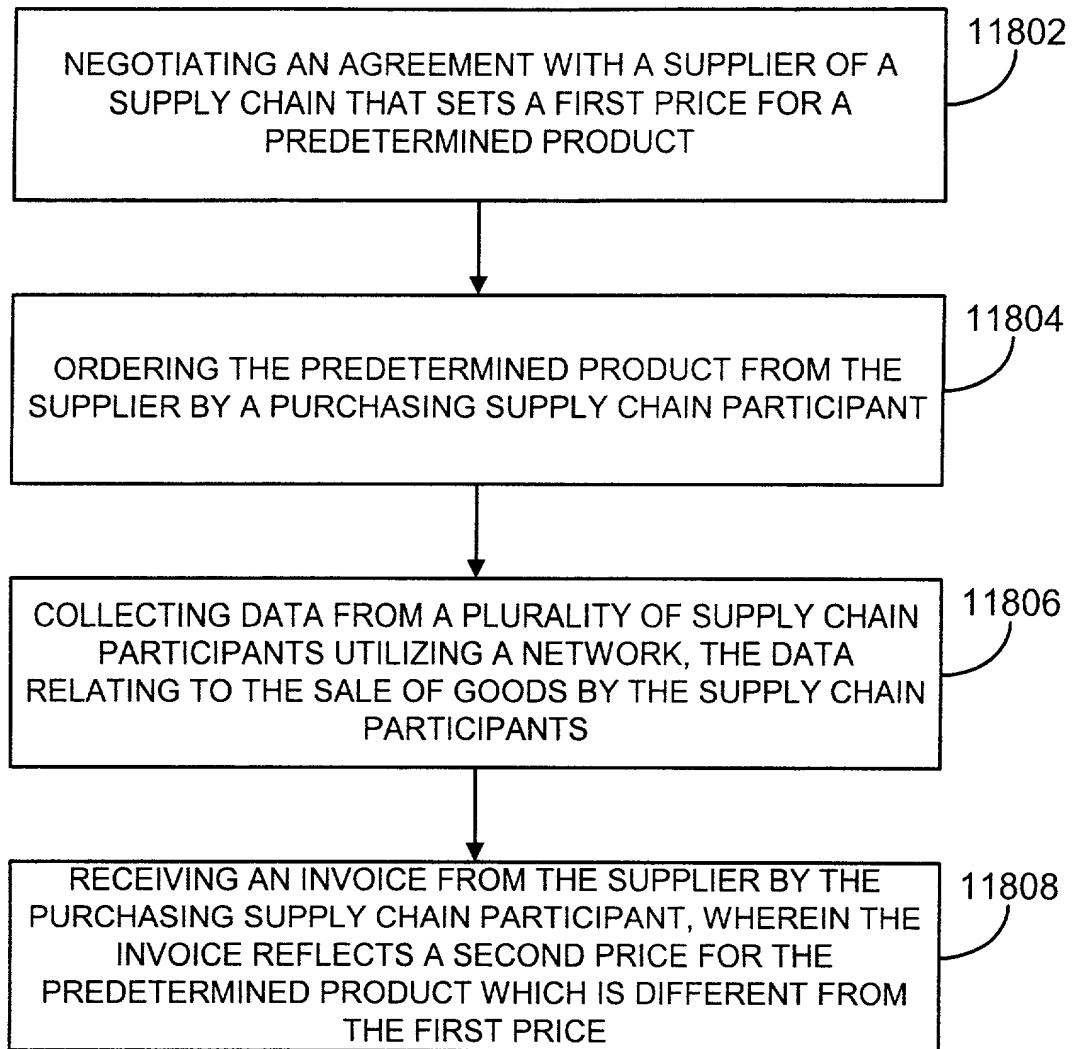
**FIG. 116**

11700



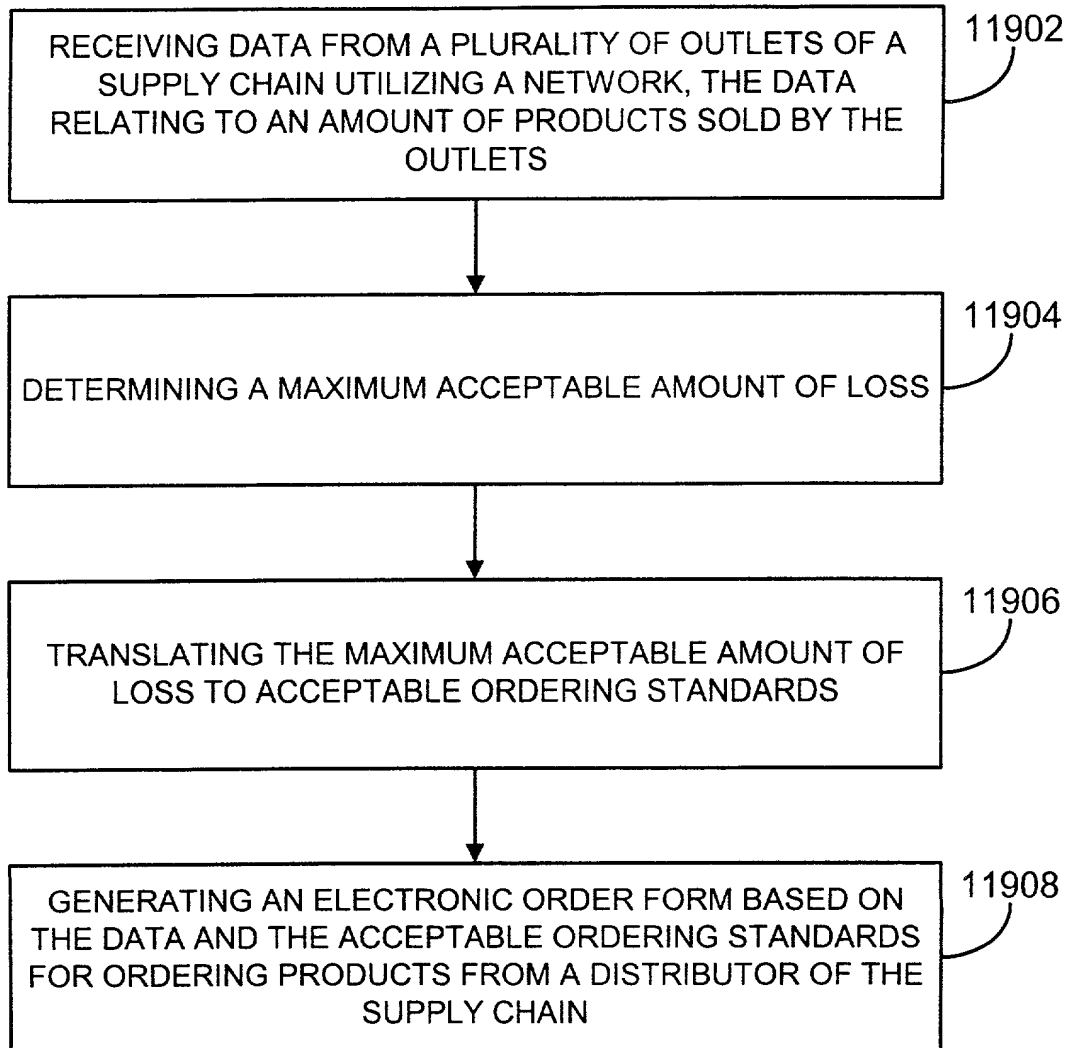
**FIG. 117**

11800



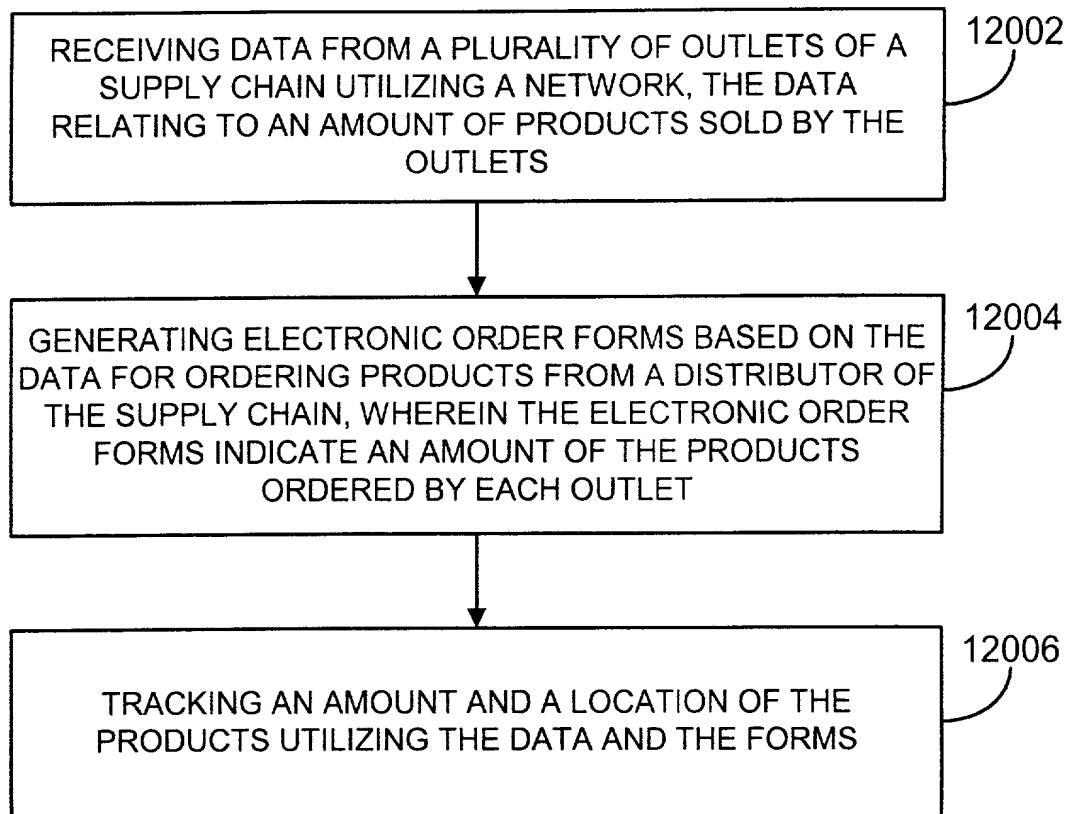
**FIG. 118**

11900



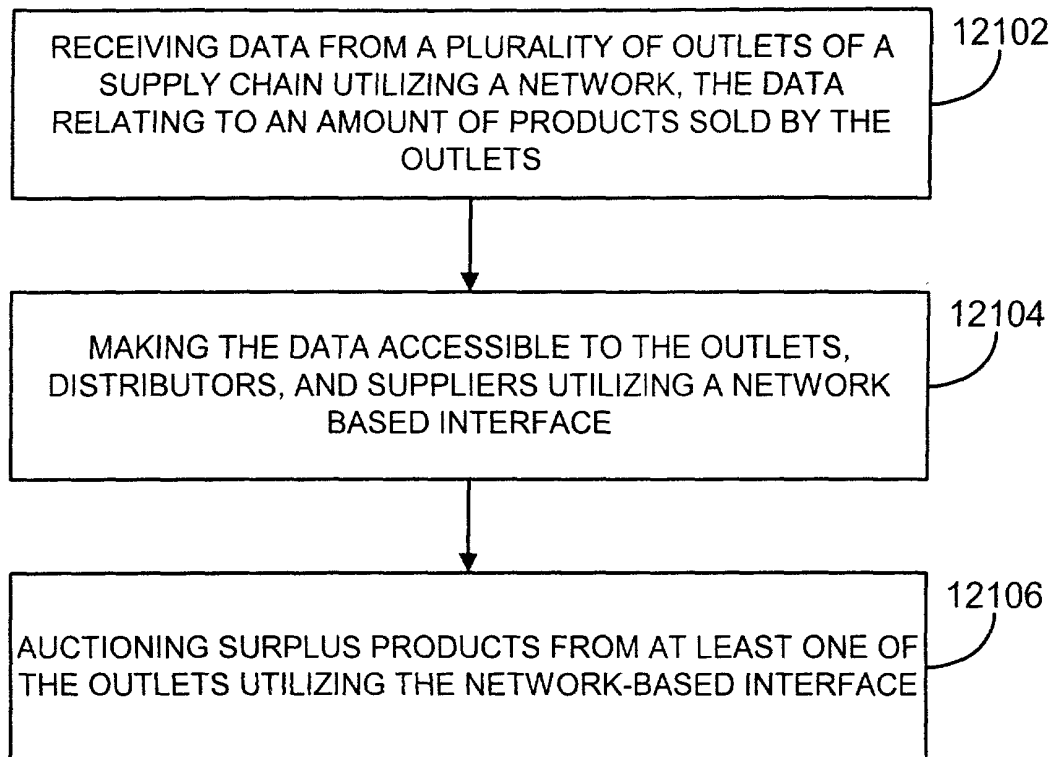
**FIG. 119**

12000



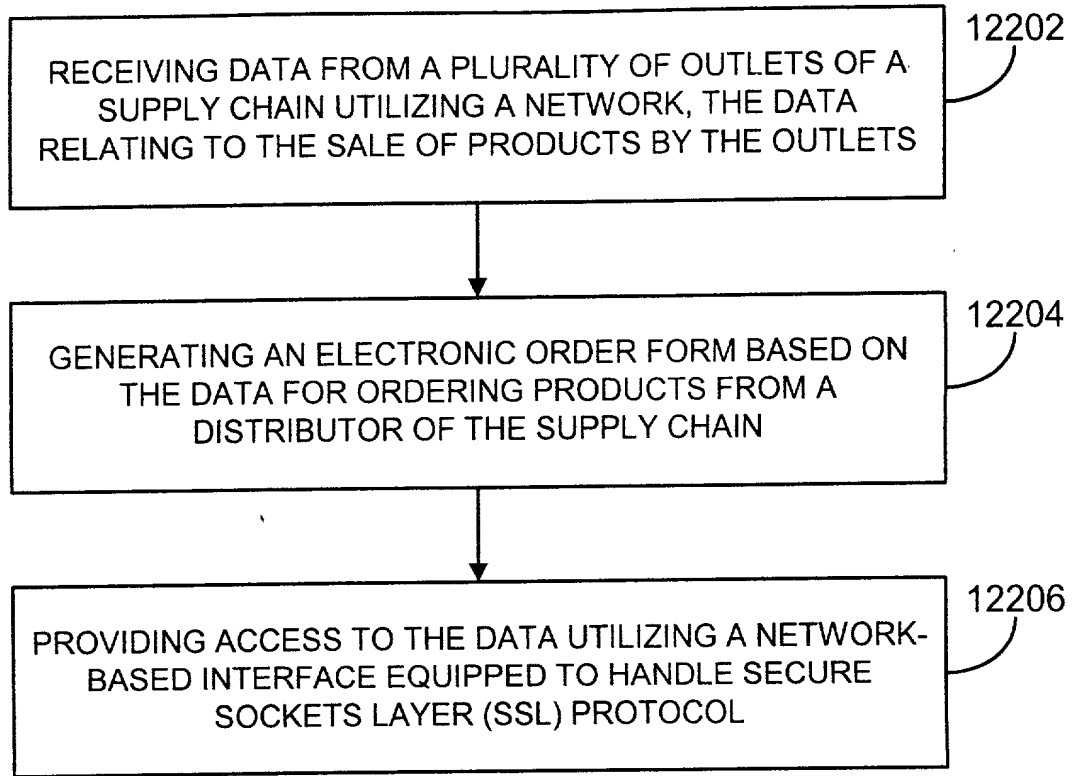
**FIG. 120**

12100



**FIG. 121**

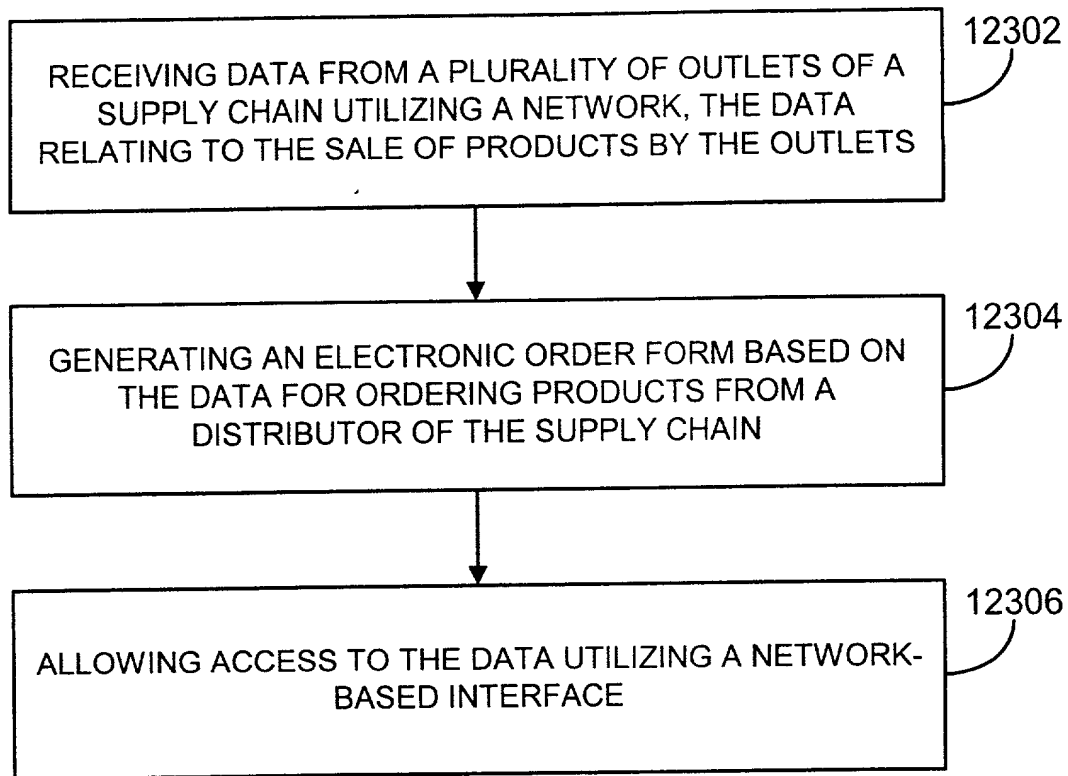
12200



**FIG. 122**

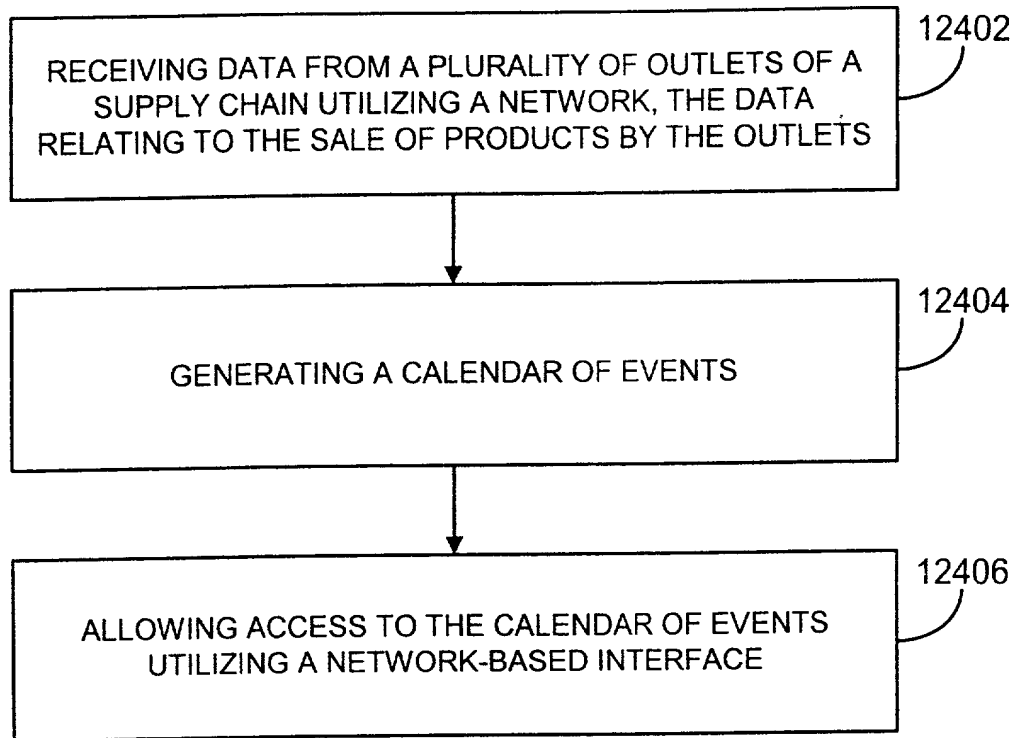


12300



**FIG. 123**

12400



**FIG. 124**

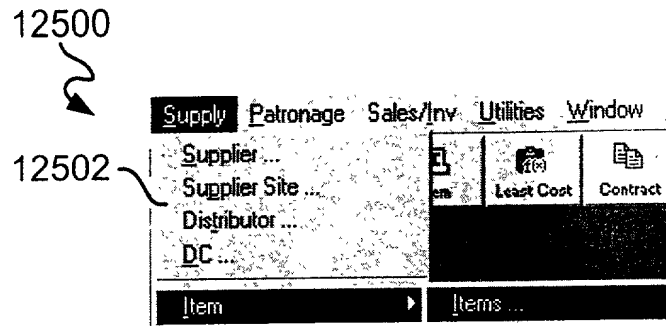


FIG. 125

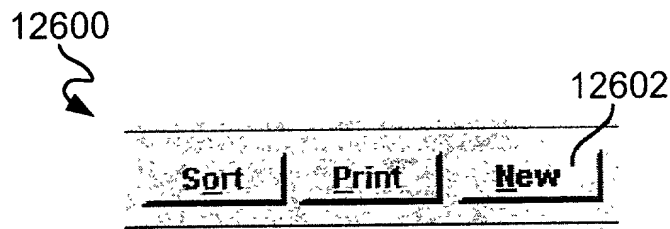


FIG. 126

A screenshot of a software form. The form has a title bar at the top. Below the title bar, there are four input fields: 'Item Desc:', 'Item Number:', 'Product Cat Code:', and 'Status Code:'. The 'Status Code:' field is a dropdown menu with 'Active' selected. Below these fields, there are two more input fields: 'Item Rank:' and 'Item Rank:'. The 'Item Rank:' field is a dropdown menu.

FIG. 127

12800

## Landed Cost by Distribution Center

Item	Inv FOB	Freight	Landed	Routing
Bag - Medium	4.85	0.23	5.08	TL
Bag - Large	6.7	0.23	6.93	TL
Biscuits - Frozen	12.33	1.15	13.48	TL
Brush - Pot, Long Handle	40.2	2.02	42.22	TL
Brush - Pot, Short Handle	24	1.39	25.39	TL
Carton - Breakfast	16.59	1.1	17.69	RDC
Carton - Large Fry	29.91	0.81	30.72	RDC
Carton - Medium Fry	18.92	0.73	19.65	TLMIN

**FIG. 128**

12900



FIG. 129

13000

<b>Supplier Item Desc:</b>		<b>Item No:</b>	
<b>Current:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No	<b>Tie Qty:</b>	
<b>Items per Case:</b>	5000	<b>High Qty:</b>	
<b>Innerpack Contents:</b>	5/1000	<b>Cases Per Pallet:</b>	
<b>Item Size:</b>		<b>Stacking Allowed:</b>	
<b>Case Length:</b>		<b>Universal Product Code:</b>	
<b>Case Width:</b>		<b>Cases Per Truckload:</b>	1350
<b>Case Depth:</b>		<b>Net Weight:</b>	39.00
<b>Case Dimension U/M:</b>	INCHE(S)	<b>Gross Weight:</b>	39.00
<b>Item Cube:</b>	0.95 CUBIC FEET	<b>Weight U/M:</b>	POUND(S)
<b>Item Shelf Life:</b>		<b>BarCode:</b>	

White Boxes Are Copied Across Suppliers / Grey Boxes Are Only Copied Within Same Supplier

FIG. 130

13100

<b>Site Information</b>	<b>Site Id:</b> 17355	<b>Site Role:</b> <i>FOB Shipping Point</i>
<b>Site Name:</b>	TYSON FOODS - NEW HOLLAND, PA	

13102

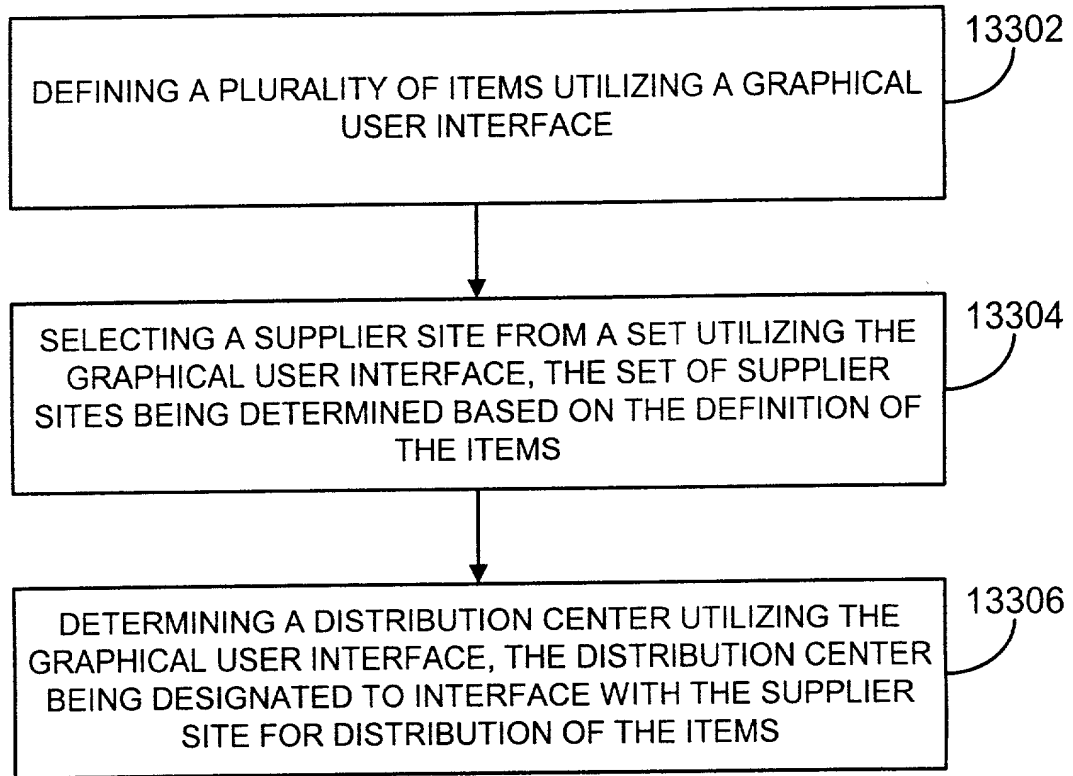
FIG. 131

13200

<b>Site Information</b>	<b>Site Id:</b> 16	<b>FOB Shipping Point</b>
<b>Name:</b>	AMERISERVE-FARMINGDALE, NY	
<b>Status:</b>	Active	
		<b>Railroad Name:</b>
		<b>Rail Sidings:</b>

FIG. 132

13300



**FIG. 133**

13400

<b>Item:</b> WRAP-BACON DOUBLE CHEESEBURGER DELUXE	<b>Begin:</b> 7/1/96	<b>End:</b> 9/1/96	<b>Final:</b> <input type="checkbox"/>
<b>Override Rules:</b> <input type="radio"/> Yes <input checked="" type="radio"/> No <b>Apply By:</b> Cell <input type="button" value="v"/>			

FIG. 134

13500

DC	Supplier FOB Point
AMERISERVE-DENVER, CO	TYSON FOODS - GREEN FOREST, AR
AMERISERVE-DOUGLASVILLE, GA	TYSON FOODS - ALBERTVILLE, AL
AMERISERVE-FARMINGDALE, NY	TYSON FOODS - NEW HOLLAND, PA

FIG. 135

13600

Con FOB	Inv FOB	Freight	Landed
34 3200	34.3900	0.8400	35.2300
34 3200	34.3900	0.2900	34.6800

FIG. 136

13700

Contr	LB	Trk	Routing
96	83,600	2.0	TL
96	215,040	5.1	TL

FIG. 137



13800



FIG. 138

13900

Min Ordr	UM	Slip	Deliv.
1	TRUCKLOAD(S	Pallet	
1	TRUCKLOAD(S	Pallet	

FIG. 139

14000

Carrier	Stated Vol
Truck	83,600
Truck	215,040

FIG. 140

14200



FIG. 142

14100

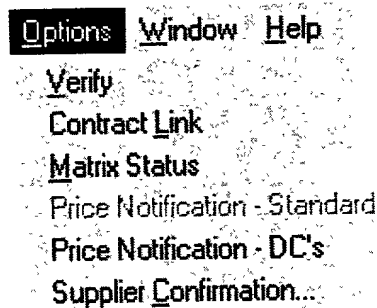


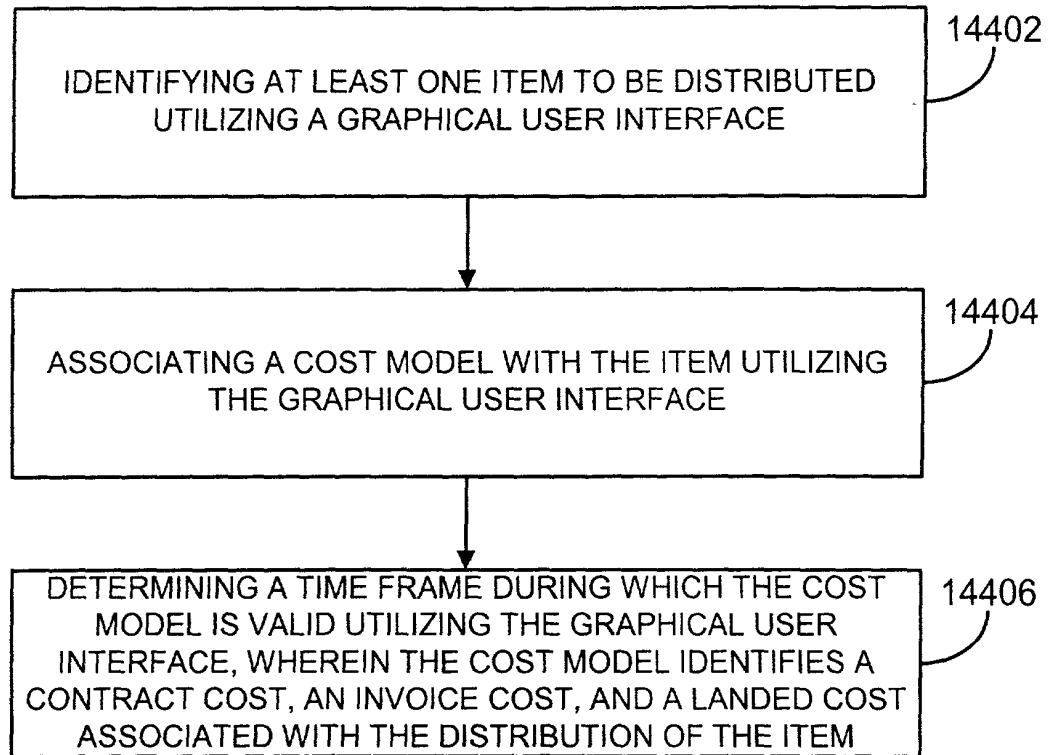
FIG. 141

14300

<u>C</u> ost	▶	<u>E</u> dit / View ...	F3
Commodities	▶	New (using previous matrix) ...	F4
		New (build matrix) ...	F5
<u>V</u> endor Rating	▶		
Contact <u>M</u> anagement	▶	Multi Item Price Notification ...	

FIG. 143

14400



**FIG. 144**

14500



FIG. 145

14600

Contract ID: 673 - TYSON FOODS  
Initial Buyer Name: Jamie Hersh  
Current Buyer Name: Chris Stanton

FIG. 146

14700

Contract Start Date: 05/15/98  
Contract End Date: 12/31/02  
Execution Date: 5/15/98  
Effective: Shipment Date  
Payment Terms: Net 10

FIG. 147

14800

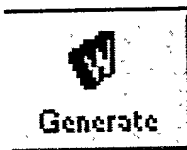


FIG. 148

14900



FIG. 149

15000



FIG. 150

15100

Select the End Dates to Use on the Exhibit

Item Description	Cost Matrix End Date	Contract End Date	No End Date
BEEF - 77%	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER 4.0 OZ	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date
BEEF-WHOPPER JR. 2.8 OZ	<input checked="" type="radio"/> 8/1/98	<input checked="" type="radio"/> 2/24/08	<input type="radio"/> No Date

FIG. 151

15200



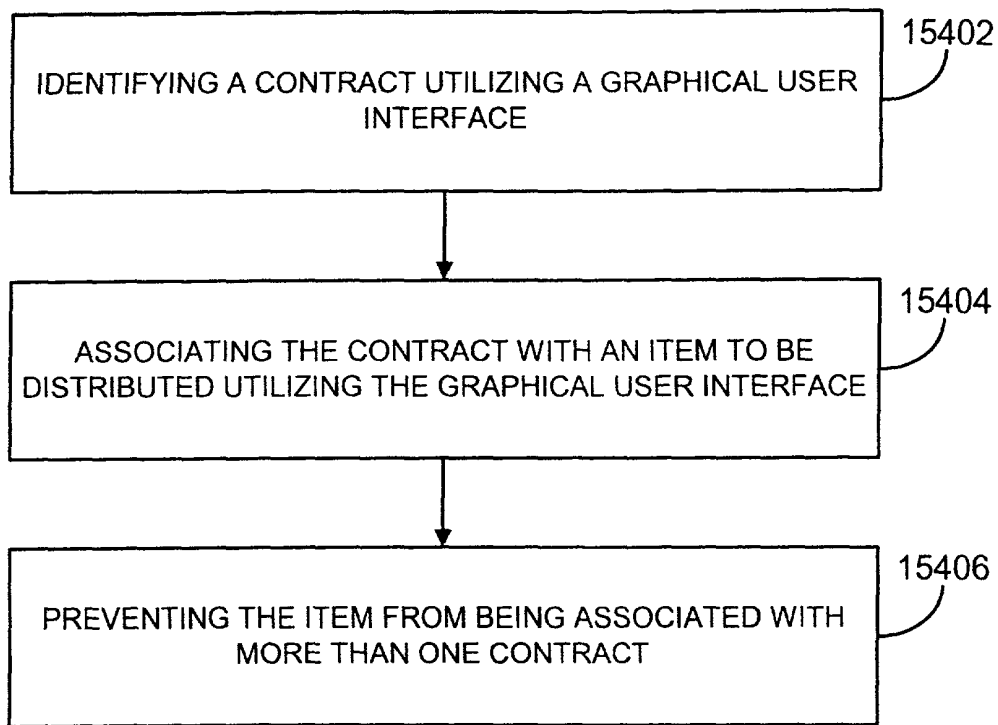
FIG. 152

15300

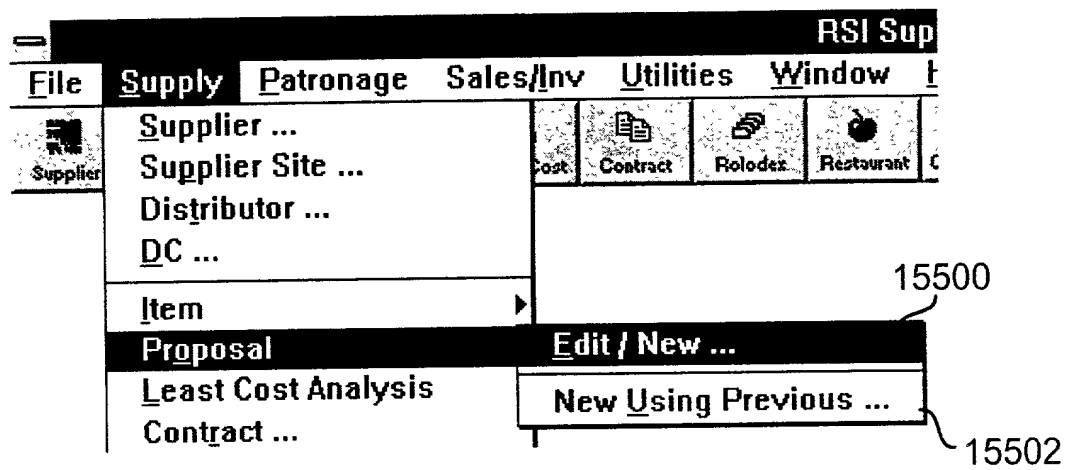


FIG. 153

15400



**FIG. 154**



**FIG. 155**

15600

Proposal - Foam Hot Cups & Polystyrene Lids								
Main Info	Items	Suppliers	DCs	FQB Price	DC/Rest.	Usage	Templates	View Bid
<b>Proposal Information</b>								
Proposal ID: 1021			Proposal Due Date: 06/12/97					
Proposal Name: Foam Hot Cups & Polystyrene Lids			Contract Begin Date: 07/01/97					
Buyer Name: Dennis Clabby			Contract End Date: 06/30/98					
<b>Actions</b>								
#	Date:	Action Description:						
1	05/28/97	Sent this bid to Dart and also sent a request for information to WinCup.						

FIG. 156

15700



FIG. 157

15800

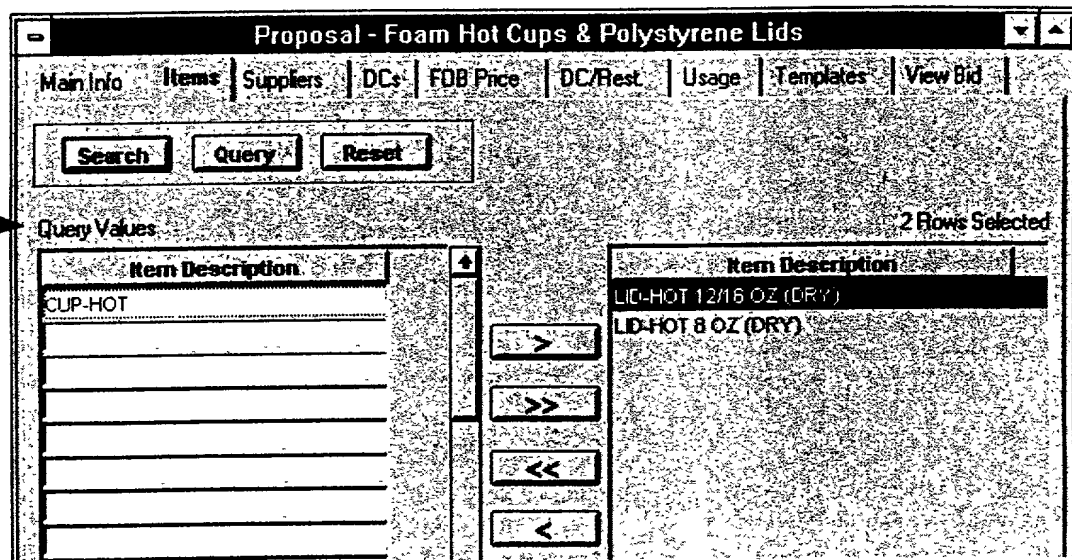


FIG. 158



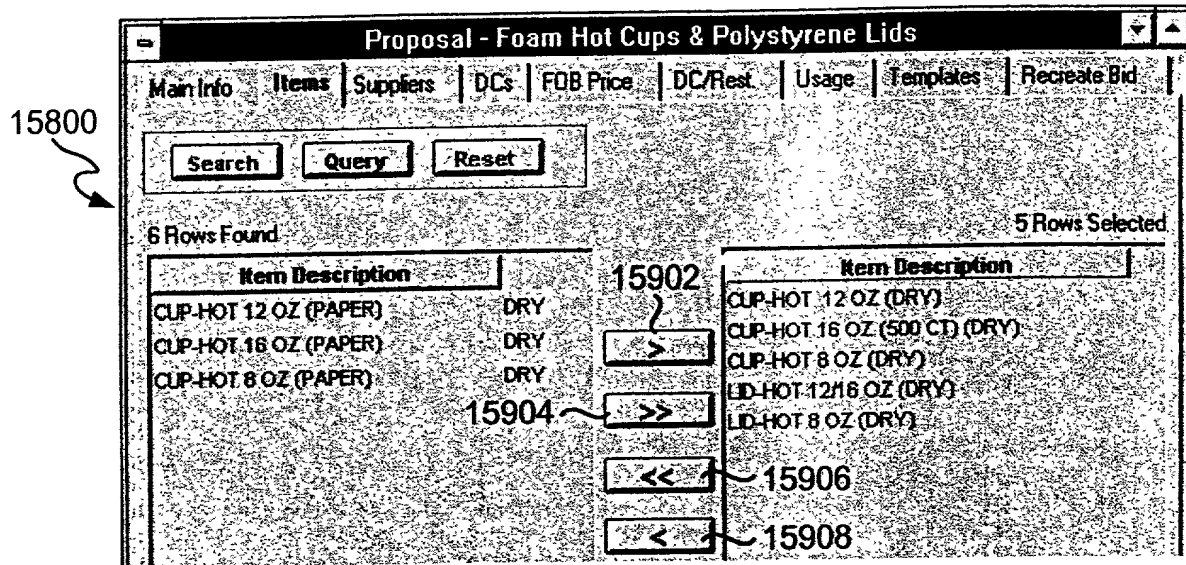


FIG. 159

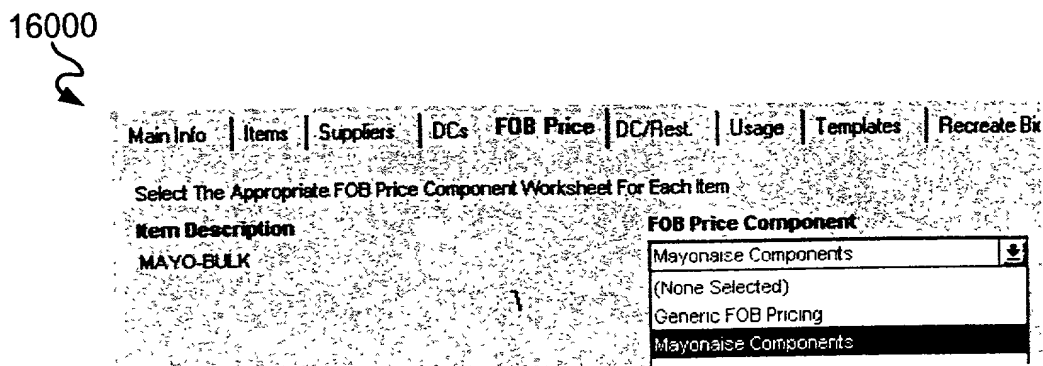


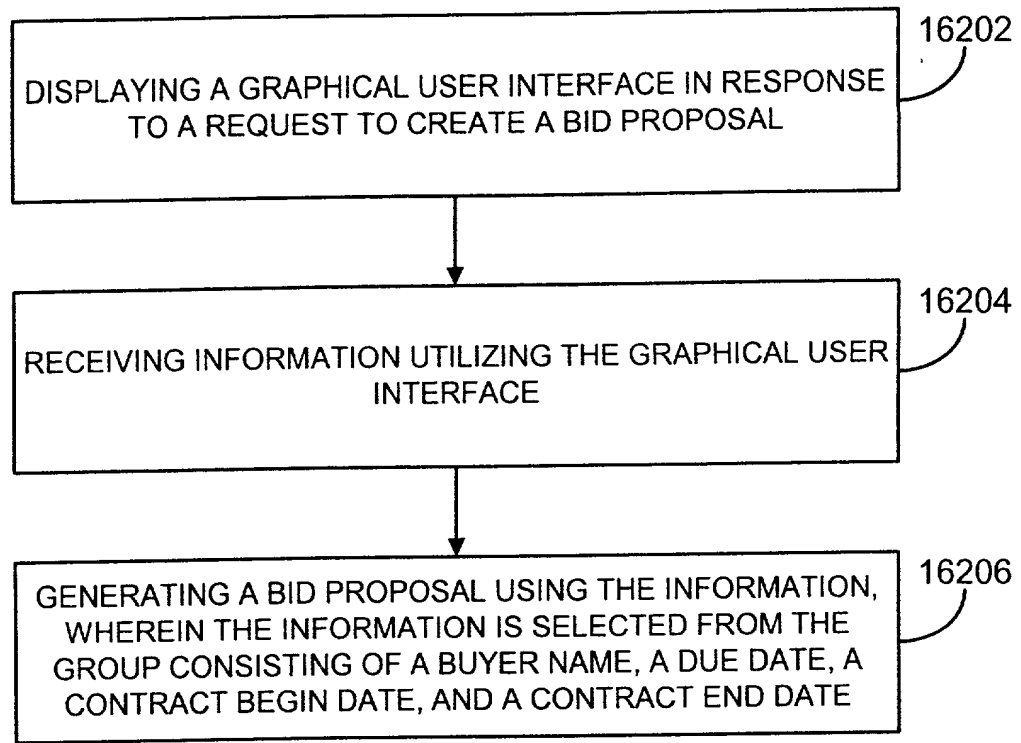
FIG. 160



FIG. 161

[illegible]

16200



**FIG. 162**

16300

**Templates | Create Bid**

**FIG. 163**

16400

	<i>Supply</i>	<i>MS</i>	<i>Editable</i>
		<i>Word</i>	<i>Y/N</i>
<b>Bid Proposal Cover Letter</b>	?		<b>Y</b>
<b>General Terms and Conditions</b>	?		<b>N</b>
<b>Usage Estimates</b>	?		<b>N</b>
<b>Supplier Facility Worksheets</b>	?		<b>N</b>
<b>Item Information Worksheets</b>	?		<b>N</b>
<b>Sample Supply Agreement</b>		?	<b>N</b>
<b>BK Specification Request</b>		?	<b>N</b>
<b>FOB Price Component</b>		?	<b>Y</b>
<b>Truckload Freight Worksheet</b>	?		<b>N</b>
<b>LTL Freight Worksheet</b>	?		<b>N</b>

**FIG. 164**

16500

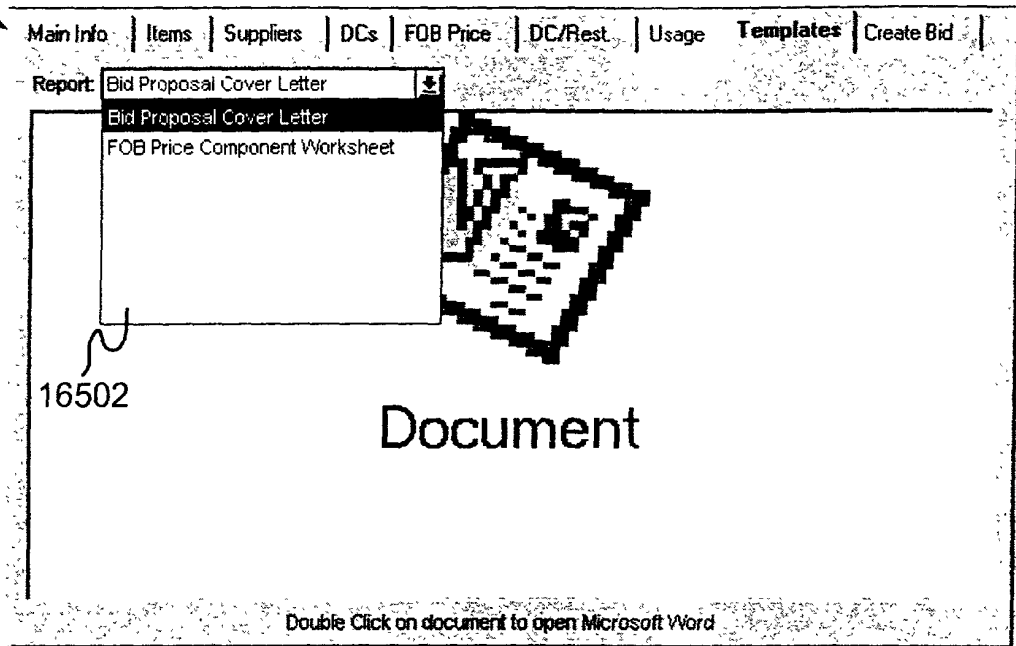


FIG. 165

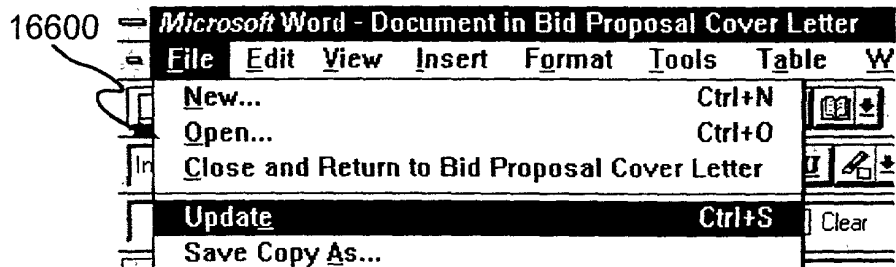


FIG. 166

16700

[Main Info](#) | [Items](#) | [Suppliers](#) | [DCs](#) | [FOB Price](#) | [DC/Rest.](#) | [Usage](#) | [Templates](#) | [Create Bid](#)

Bid Proposal Sent ☐

---

Bid Proposal Will Include Checked Documents

General		Cost	
Bid Proposal Cover Letter	<input checked="" type="checkbox"/>	FOB Price Component Worksheet	<input checked="" type="checkbox"/>
General Terms & Conditions	<input checked="" type="checkbox"/>	Truckload Freight Worksheet	<input checked="" type="checkbox"/>
Usage Estimates	<input checked="" type="checkbox"/>	LTL Freight Worksheet	<input checked="" type="checkbox"/>
Supplier Facility Worksheet	<input checked="" type="checkbox"/>		
Item Information Worksheet	<input checked="" type="checkbox"/>	<b>Blank Sheets</b>	
Sample Supply Agreement	<input checked="" type="checkbox"/>	Supplier Facility Worksheet	<input checked="" type="checkbox"/>
BK Specification Request	<input checked="" type="checkbox"/>	Item Information Worksheet	<input checked="" type="checkbox"/>
		FOB Price Component Worksheet	<input checked="" type="checkbox"/>
		Truckload Freight Worksheet	<input checked="" type="checkbox"/>
		LTL Freight Worksheet	<input checked="" type="checkbox"/>

\* LTL Freight Worksheet will be printed by system if necessary

FIG. 167

16800



FIG. 168

16900

Report:

7/2/97

**Restaurant Services, Inc.**  
**Item Information Worksheet**  
 ATTY  
 DS

FIG. 169

17000



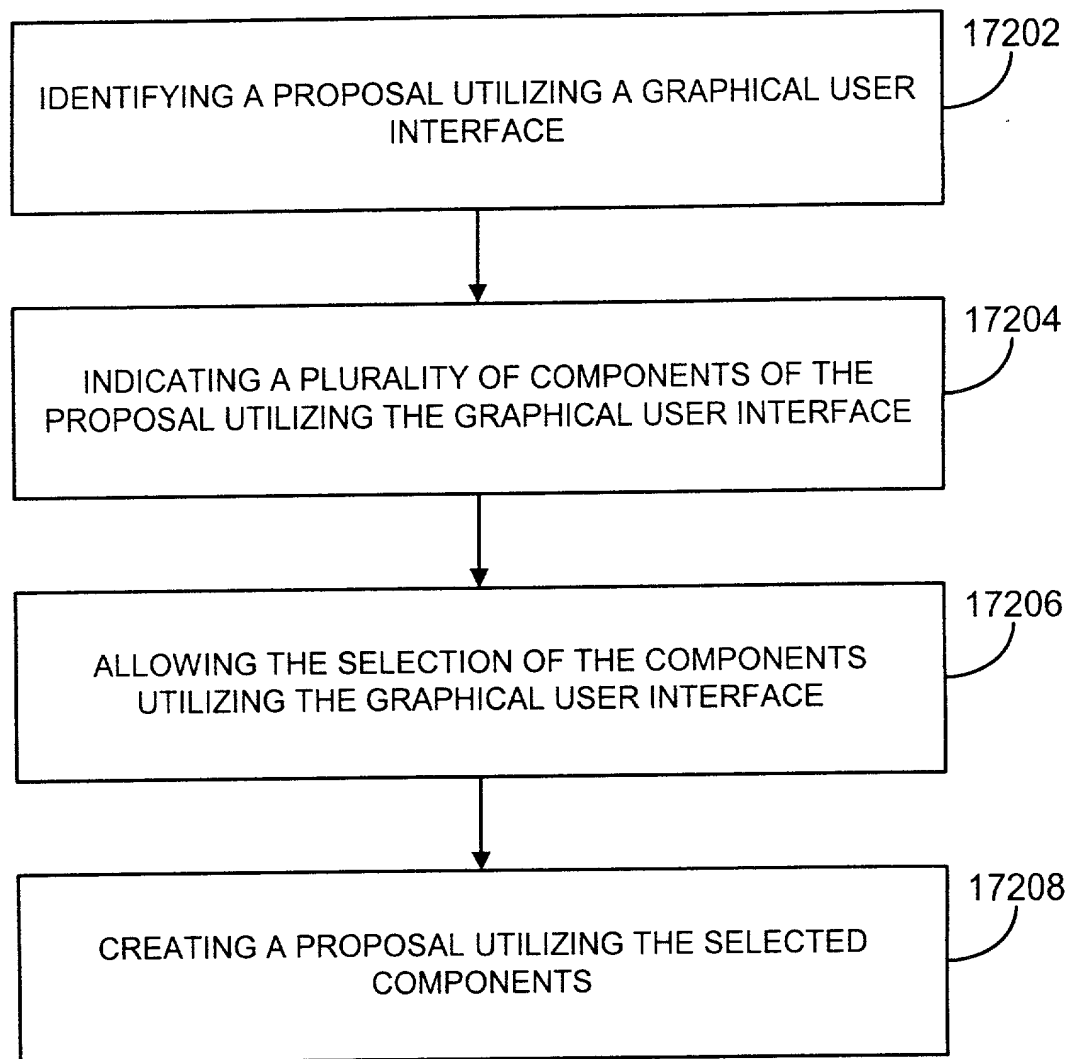
**FIG. 170**

17100



**FIG. 171**

17200



**FIG. 172**



17300



FIG. 173

17400

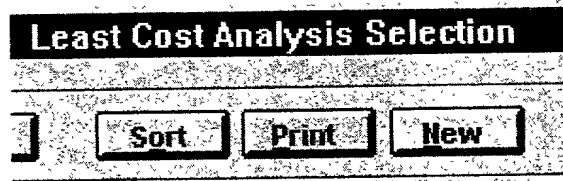


FIG. 174

17500

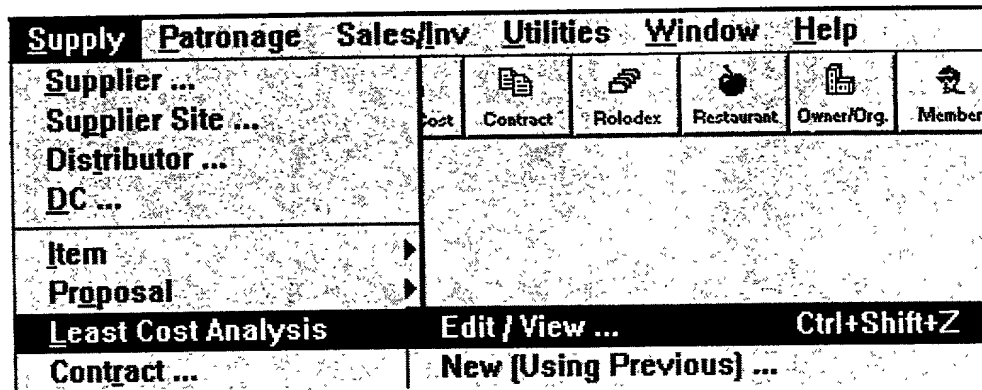


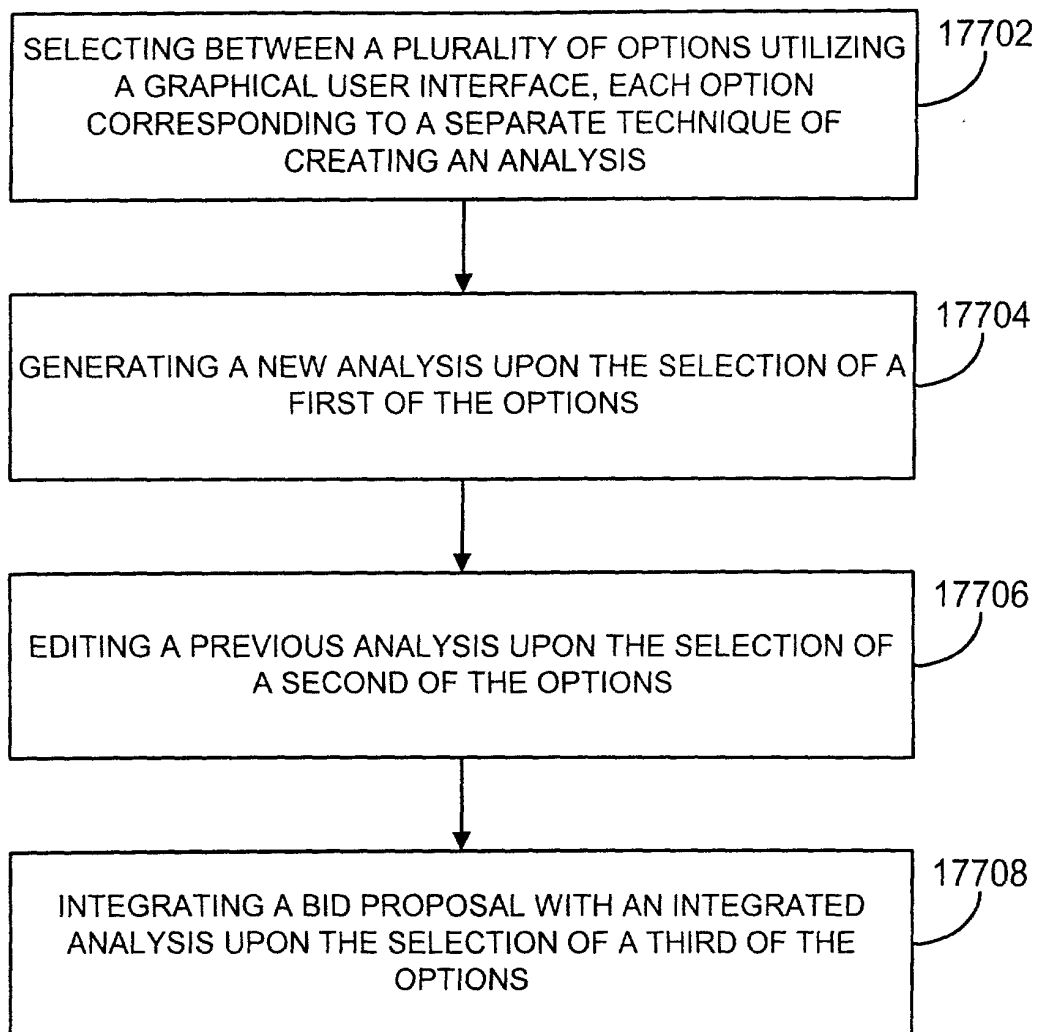
FIG. 175

<b>Bid Proposal Name:</b>	(None)	17600
	Foam Hot Cups & Polystyrene Lids (07/01/97 to 06/30/98)	
	Ham, Sausage, Bacon Freight Bid (10/01/97 to 12/31/97)	

FIG. 176

17600

17700



**FIG. 177**

17800

**Analysis Name:** Hash Brown Actual  
**Analysis ID:** 1036  
**Buyer:** Dennis Clabby  
**Period of Agreement:** 10/1/97 THRU 9/30/98  
**Unit Of Measure:** CASE(S)

FIG. 178

17900

**Version ( 1 ) of ( 9 )** Base version

**What is the max # of FOB points to allocate to each DC ?** One FOB

**What is pricing method for this version ?** FOB + Freight

**What is the RSI Invoice FOB Upcharge (Downcharge) ?** 0.0000

**Override RDC Truckload Validation?** No

**Solution Strategy:** Standard **Last Revision:** 9/15/97 1:04 PM

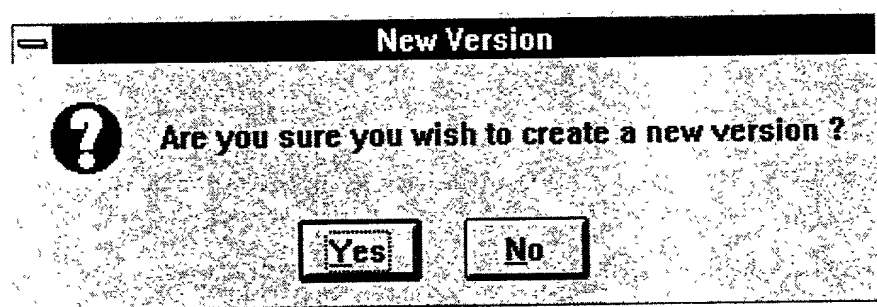
FIG. 179

18000



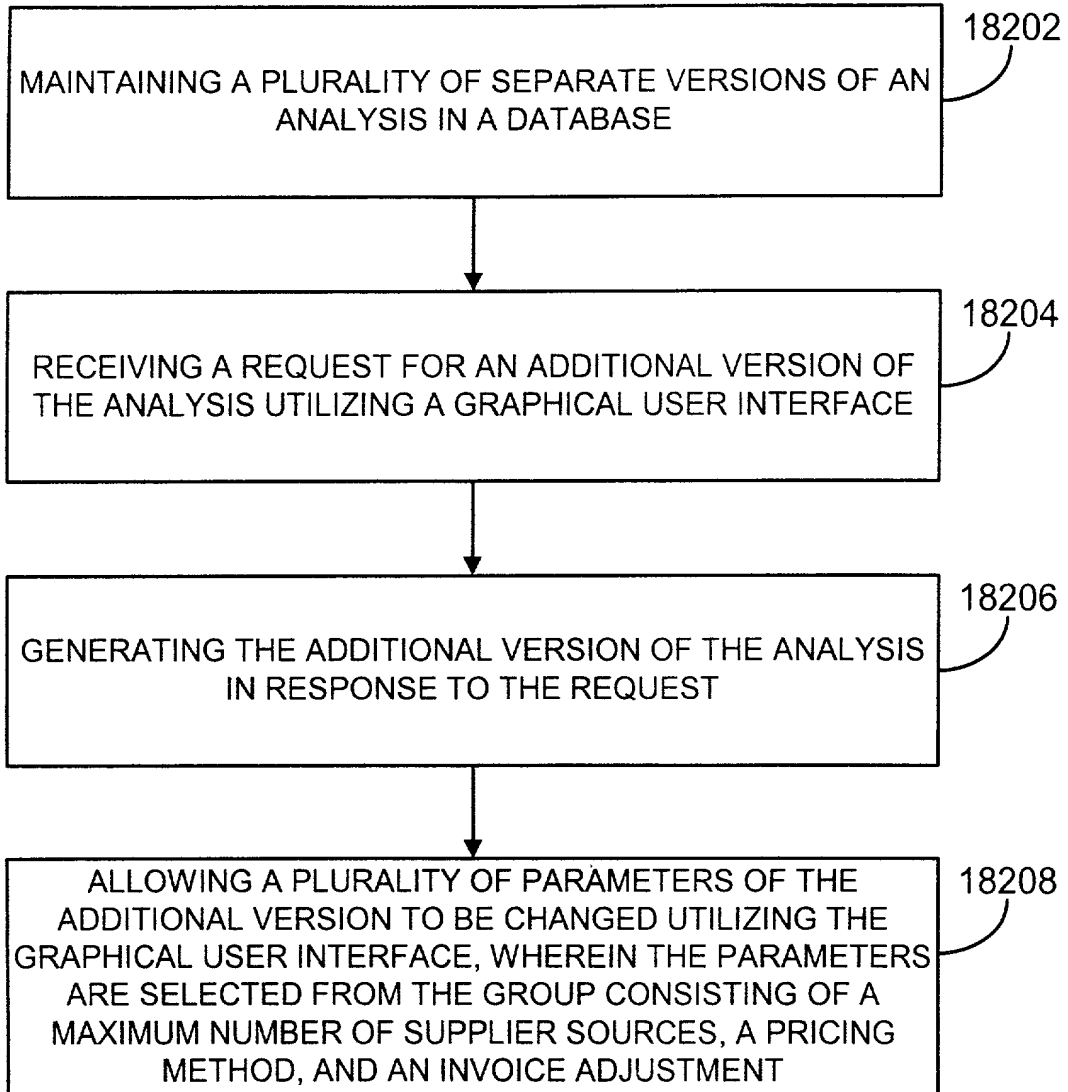
**FIG. 180**

18100



**FIG. 181**

18200



**FIG. 182**

18300

Search

Query

Reset

Query Values

7 Rows Selected

Supplier FOB
DOP

>

>>

Supplier FOB
DOPACO-DOWNTOWN, PA
DOPACO-KINSTON, NC
DOPACO-ST. CHARLES, IL
DOPACO-STOCKTON, CA
IMPERIAL BONDWARE-SHELBYVILLE, IL

18302

FIG. 183

18400

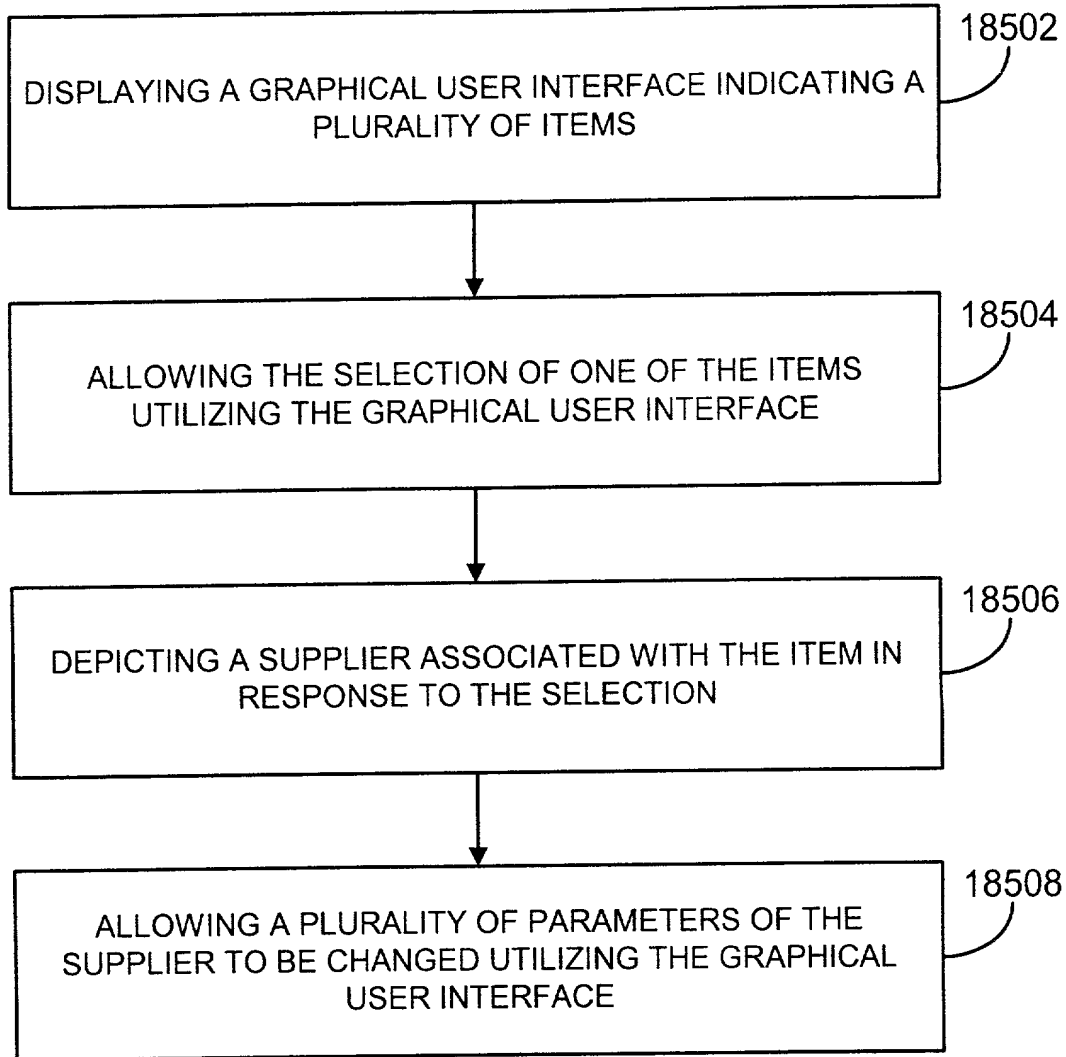
Item Description	Conv. Factor
FRIES-COATED (FRZN)	36

18402

FIG. 184



18500



**FIG. 185**

18600

Item Description	Supplier FOB
CUP-COLD 16 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 22 OZ	DOPACO-DOWNTOWN, PA
CUP-COLD 32 OZ	DOPACO-DOWNTOWN, PA

<b>Supplier Item Desc:</b>	16 OZ COLD CUP	<b>Item No:</b>	CP2942
<b>Items per Case:</b>		<b>Tie Qty:</b>	5
<b>Innerpack Contents:</b>	1200	<b>High Qty:</b>	5
<b>Item Size:</b>		<b>Cases Per Pallet:</b>	25
<b>Item Shelf Life:</b>		<b>Stacking Allowed:</b>	<input checked="" type="radio"/> Yes <input type="radio"/> No
<b>Case Length:</b>	22.125	<b>Mandatory</b>	
<b>Case Width:</b>	15.125	<b>Case Cube:</b>	3.43 CUBIC FEET
<b>Case Depth:</b>	17.75	<b>Cases Per Truckload:</b>	769
<b>Case U/M:</b>	INCH(S)	<b>Gross Weight:</b>	29 28 POUND(S)
		<b>Net Weight:</b>	27 28 POUND(S)

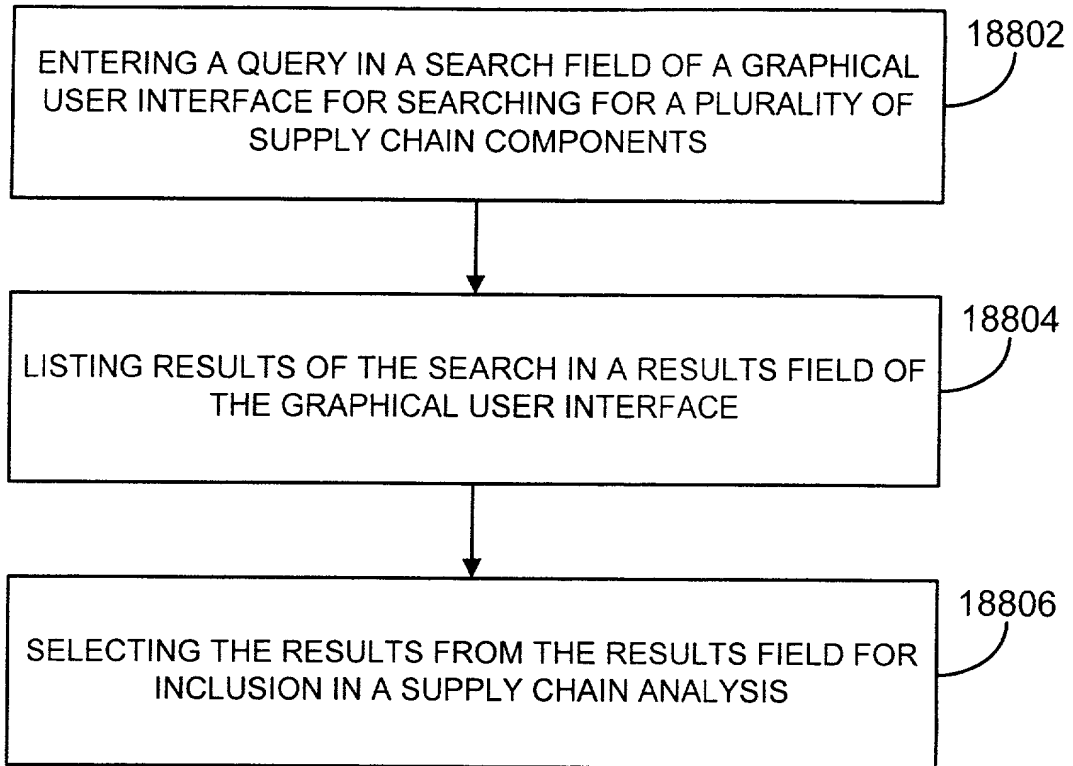
FIG. 186

18700



FIG. 187

18800



**FIG. 188**

18900

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
CAVENDISH FARMS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
J.R. SIMPLOT COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.		↓ Pallet ↓	200,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
LAMB-WESTON, INC.-PASCO, WA			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-RICHLAND WA			0	55,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	
LAMB-WESTON, INC.-AMERICAN FALLS ID			90,000,000	110,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

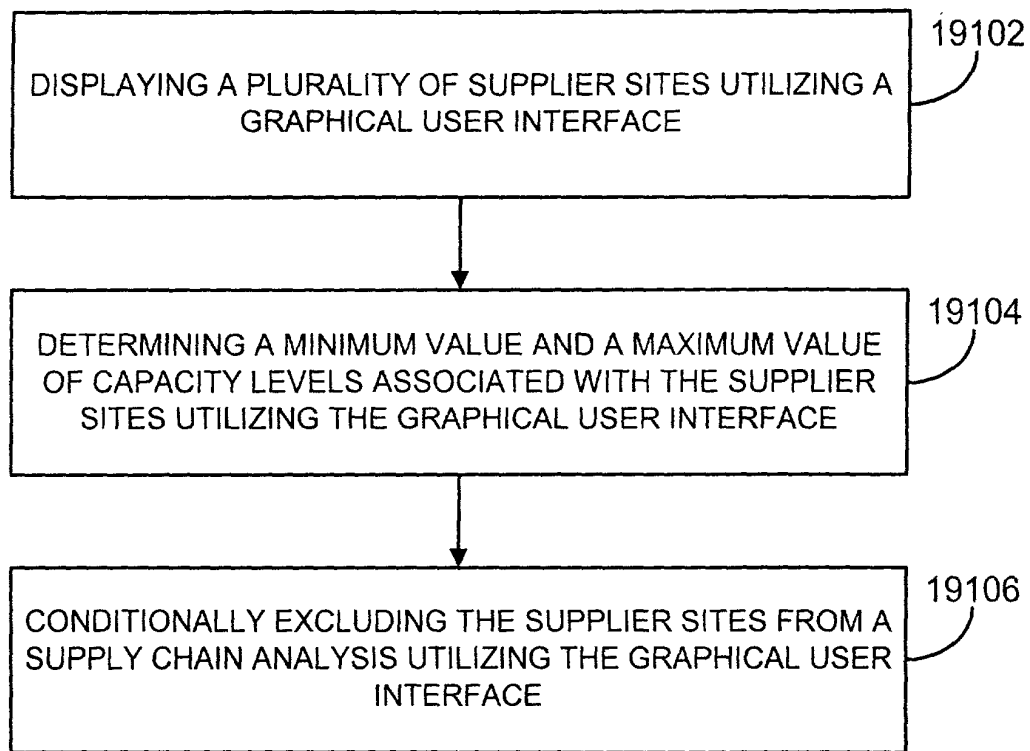
FIG. 189

19000

Supplier	Terms	SLP/PLT	Minimum	Maximum	Include	
MCCAIN FOODS		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	↑
NESTLE FOOD COMPANY		↓ Pallet ↓			<input checked="" type="radio"/> Yes <input type="radio"/> No	
ORE-IDA FOODS		↓ Pallet ↓	225,000,000		<input checked="" type="radio"/> Yes <input type="radio"/> No	↓
Supplier FOB			Minimum	Maximum	Include	
MCCAIN FOODS, LTD.-PRINCE EDWARD ISLAND			18,000,000	30,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, LTD.-PORTAGE LE PRAIRIE			45,000,000	50,000,000	<input type="radio"/> Yes <input checked="" type="radio"/> No	
MCCAIN FOODS, INC.-OTHELLO, WA			27,000,000	132,000,000	<input checked="" type="radio"/> Yes <input type="radio"/> No	

FIG. 190

19100



**FIG. 191**

19200

Supplier	#	Volume	
HUDSON INDUSTRIES	0		
INTERNATIONAL DIVERSE FOODS	0		
SUPERIOR COFFEE & FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
HUDSON INDUSTRIES-TROY AL	MAYO-BULK	8 4200	0	
HUDSON INDUSTRIES-TROY AL	SAUCE-BULK-TARTAR	9 2300	0	

FIG. 192

19300

Supplier	#	Volume	
SSI FOOD SERVICES	0		
TEXAS AMERICAN FOOD SERVICE	0		
WHITEFORD FOODS	0		

Supplier FOB	Item	Cont FOB	#	Volume
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0026	0	
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0016	1	2,090,000
TEXAS AMERICAN FOOD SERVICE-TX	BEEF - 77%	1.0010	2	2,508,000

FIG. 193

19400

Supplier	#	Volume	
VENTURA FOODS	0		
VENTURA FOODS	1	100,000	

Supplier FOB	Item	Cont FOB	#	Volume
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.9400	0	
VENTURA FOODS-CHAMBERSBURG, PA	MAYO-BULK	8.8400	1	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.5100	0	
VENTURA FOODS-CHAMBERSBURG, PA	SAUCE-BULK-TARTAR	9.4100	1	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.1200	0	
VENTURA FOODS-CITY OF INDUSTRY	MAYO-BULK	9.0200	1	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.5800	0	
VENTURA FOODS-CITY OF INDUSTRY	SAUCE-BULK-TARTAR	9.4800	1	

FIG. 194

19500



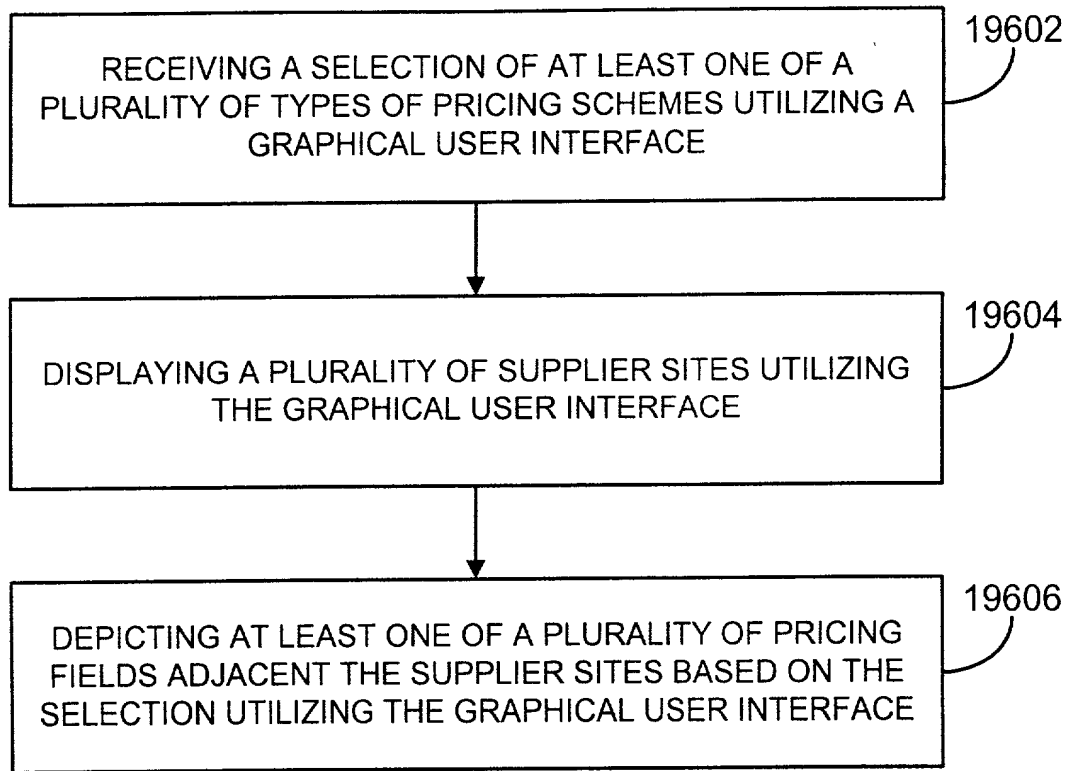
Item Description		Supplier FOB		
FRIES-COATED		CAYENDISH-PRINCE EDWARD		↑
FRIES-COATED		J.R. SIMPLOT COMPANY-HERMISTON		↓
FRIES-COATED		LAMB-WESTON, INC.-PASCO, WA		↓
Distribution Center	Delivered	#	Volume	
AMERISERVE-OMAHA, NE	0 3750	0	0	
AMERISERVE-PLYMOUTH, MN	0 3850	0	0	
AMERISERVE-WAUKESHA	0 3670	0	0	
FLEMING FOODS-KAPOLEI	0 4725	0	0	
KING PROVISION-ATLANTA	0 3950	0	0	

FIG. 195

19500



19600



**FIG. 196**

19700

Total Rest. Growth Amount

5.00%

19702

Usage Period

09/01/97 to 08/31/98

Distribution Center	Current Rest. Count	Restaurant Growth %	Projected Avg. Rest. Count
AMERISERVE POST-ALBUQUERQUE	27	5.00%	28
AMERISERVE POST-DENVER	35	5.00%	37
AMERISERVE POST-SALT LAKE, UT	2	5.00%	2
AMERISERVE-OMAHA, NE	166	5.00%	174

FIG. 197

19800

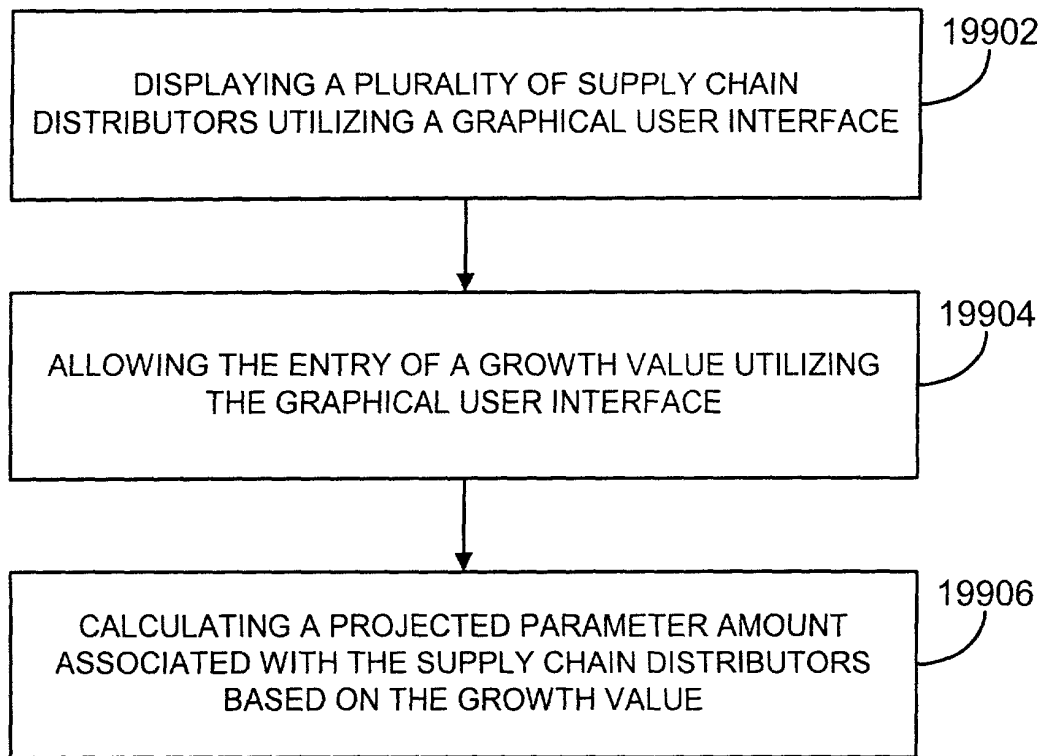
Item	Item Growth %	Usage Period
CHICKEN-PATTY	0.00%	

Distribution Center	Previous Usage	Projected Rest. Count	Covg. Factor	Avg. # RM	DC/Item Growth	Projected Usage
AMER-OMAMA	44,035	166	98.49%	24.12	4.00%	49,205
AMER-PLYMOUTH	37,141	177	100.00%	18.30	5.00%	40,823
AMER-MILWAUK	38,520	188	100.00%	19.02	0.00%	42,909

FIG. 198

19900



**FIG. 199**

20000

Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID 83211

Distribution Center	Lane Restriction	Honor TL Rate
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-DENVER	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE/POST-SALT LAKE, UT	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-OMAHA, NE	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>
AMERISERVE-PLYMOUTH, MN	<input type="radio"/> Solver <input type="radio"/> Required <input checked="" type="radio"/> Excluded	<input type="checkbox"/>

20002

FIG. 200

20100

Supplier FOB	Address	
CAVENDISH FARMS	Dieppe	NB E1A6X4
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR 99999
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID 83211

Distribution Center	Lane Restriction
AMERISERVE/POST-ALBUQUERQUE	<input type="radio"/> Solver <input checked="" type="radio"/> Required <input type="radio"/> Excluded
AMERISERVE/POST-DENVER	<input checked="" type="radio"/> Solver <input type="radio"/> Required <input type="radio"/> Excluded

FIG. 201

20200


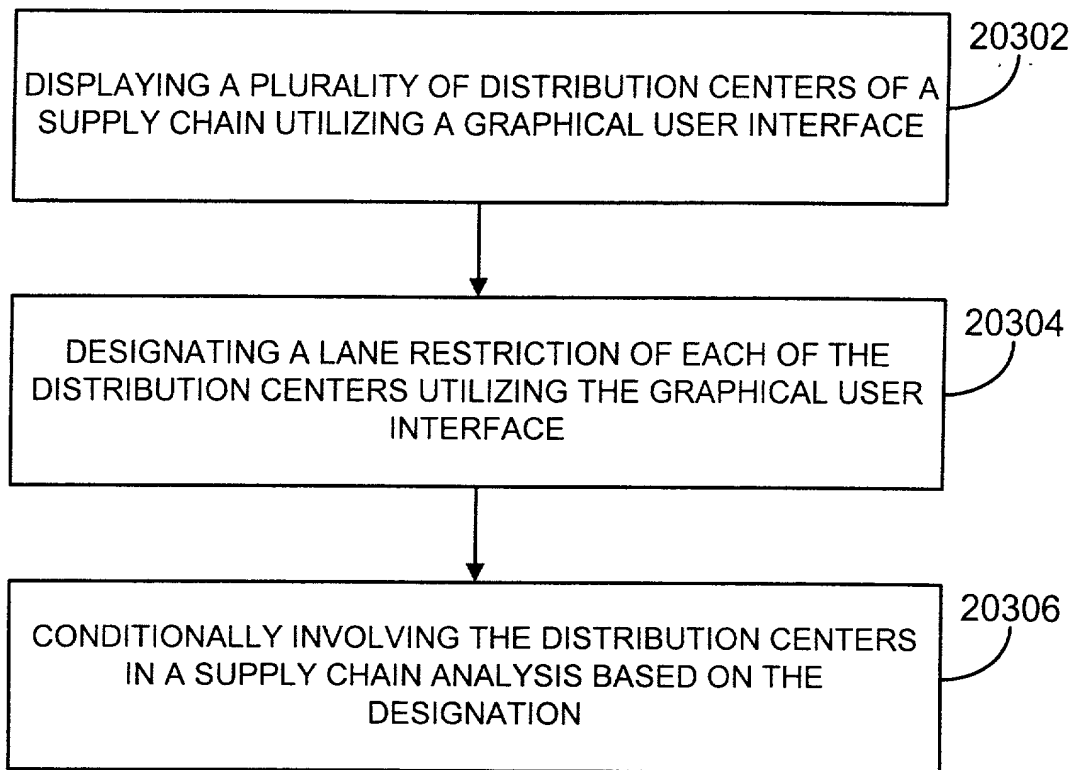
Invalid Selection	
	AMERISERVE/POST-ALBUQUERQUE is already required by J.R. SIMPLOT COMPANY-HERMISTON, OR.
<input type="button" value="OK"/>	

FIG. 202

20300



**FIG. 203**

20400

Supplier FOB		Address		
CAVENDISH FARMS	Dieppe	NB	E1A6X4	
J.R. SIMPLOT COMPANY-HERMISTON, OR	Hermiston	OR	99988	
LAMB-WESTON, INC.-AMERICAN FALLS ID	American Falls	ID	83211	
Distribution Center	Truckload Freight	Lane Distance		
AMERISERVEPOST-ALBUQUERQUE	1,617			
AMERISERVEPOST-DENVER	1,277			
AMERISERVEPOST-SALT LAKE UT	691			

FIG. 204

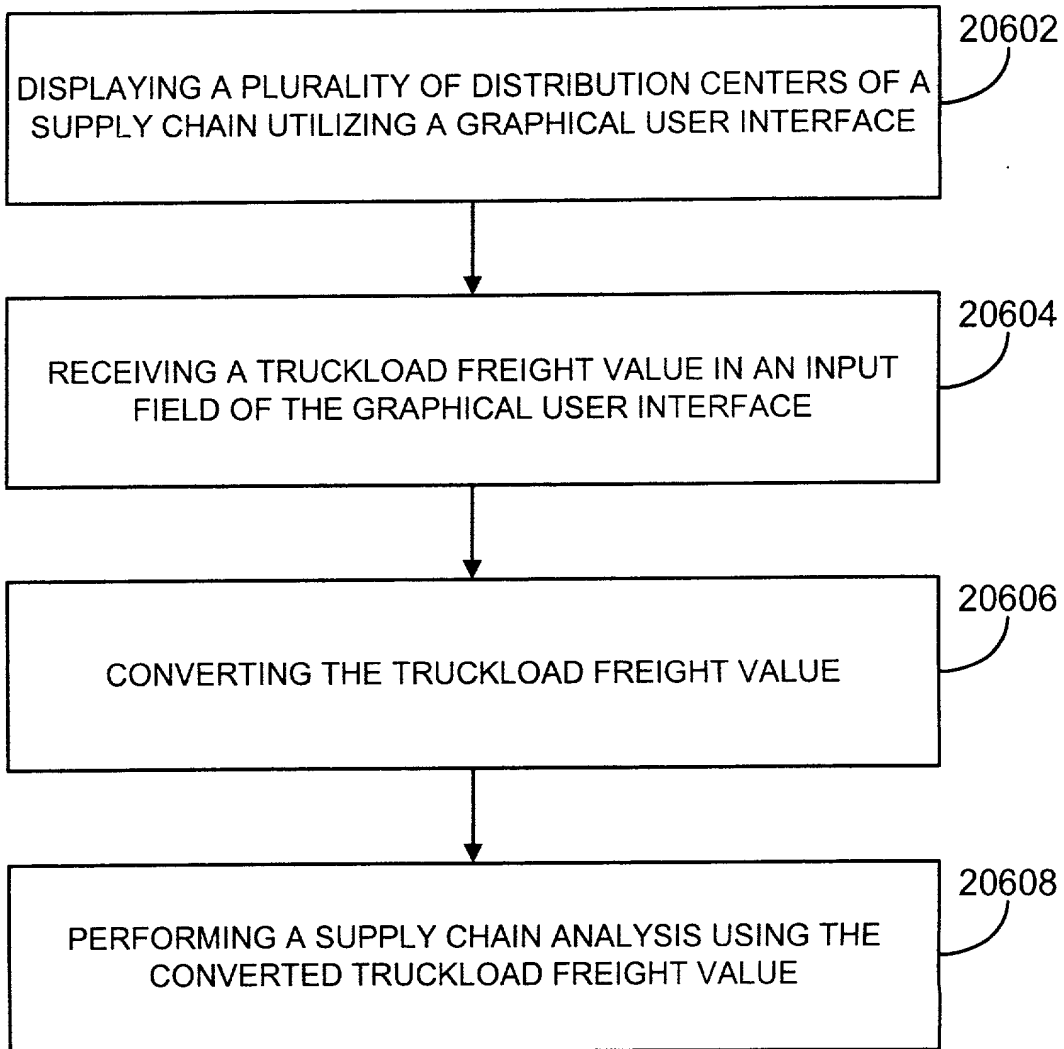
20500

Supplier FOB		Address		
O.K. FOODS-FORT SMITH AR	Fort Smith	AR	72904	
TYSON FOODS-GREEN FORREST, AR	Green Forest	AR	72638	
TYSON FOODS-RUSSELVILLE AR	Russelville	AR	72801	

Distribution Center	Weight	LTL Minimum	0 to 1,000 LBS	1,001 to 5,000 LBS	5,001 to 10,000 LBS	10,001 to 20,000 LBS	20,000 LBS +	
PS-ATLANTA	15,000					1.10		
PS-BURLINGTON	15,000	400.00				1.20		

FIG. 205

20600



**FIG. 206**

20700

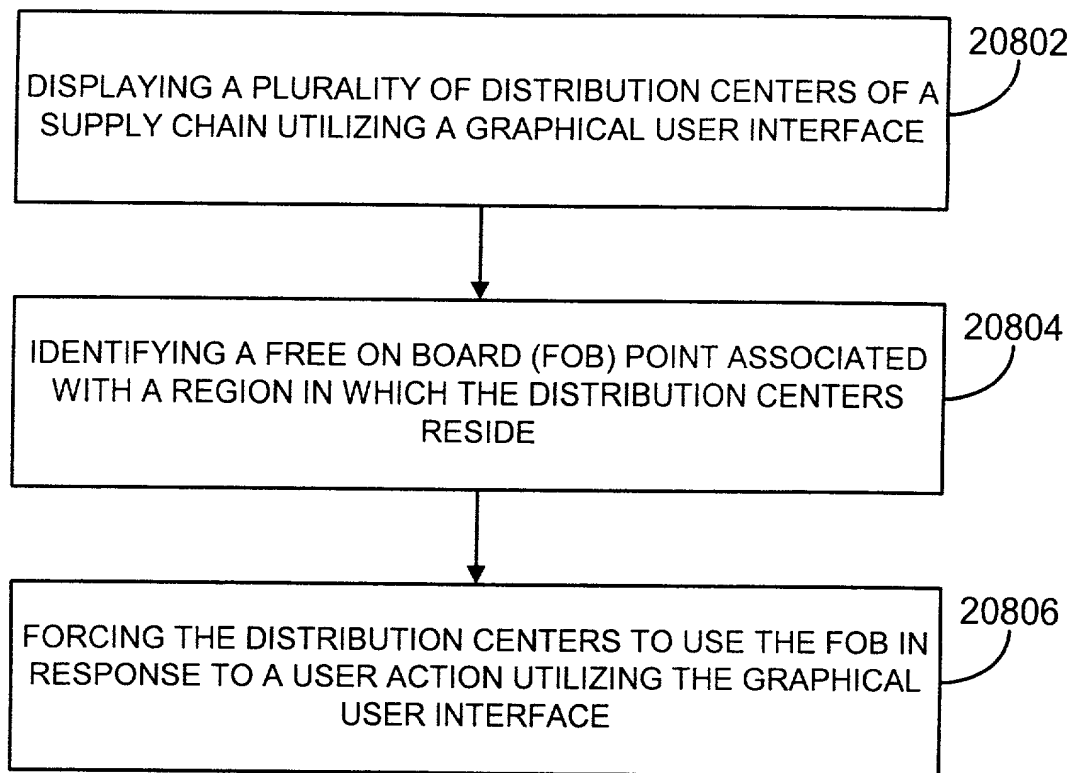


Analysis Region	Force FOB
MCCABE-PORTLAND/RMW-ANCHORAGE	<input checked="" type="radio"/> Yes <input type="radio"/> No
Distribution Center Name	Site Role
MCCABE QUALITY FOODS-PORTLAND	Corporate & FOB Point
RESTAURANTS RMW-ANCHORAGE	Corporate & FOB Point

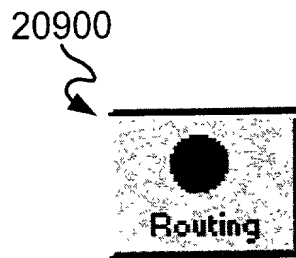
FIG. 207



20800



**FIG. 208**



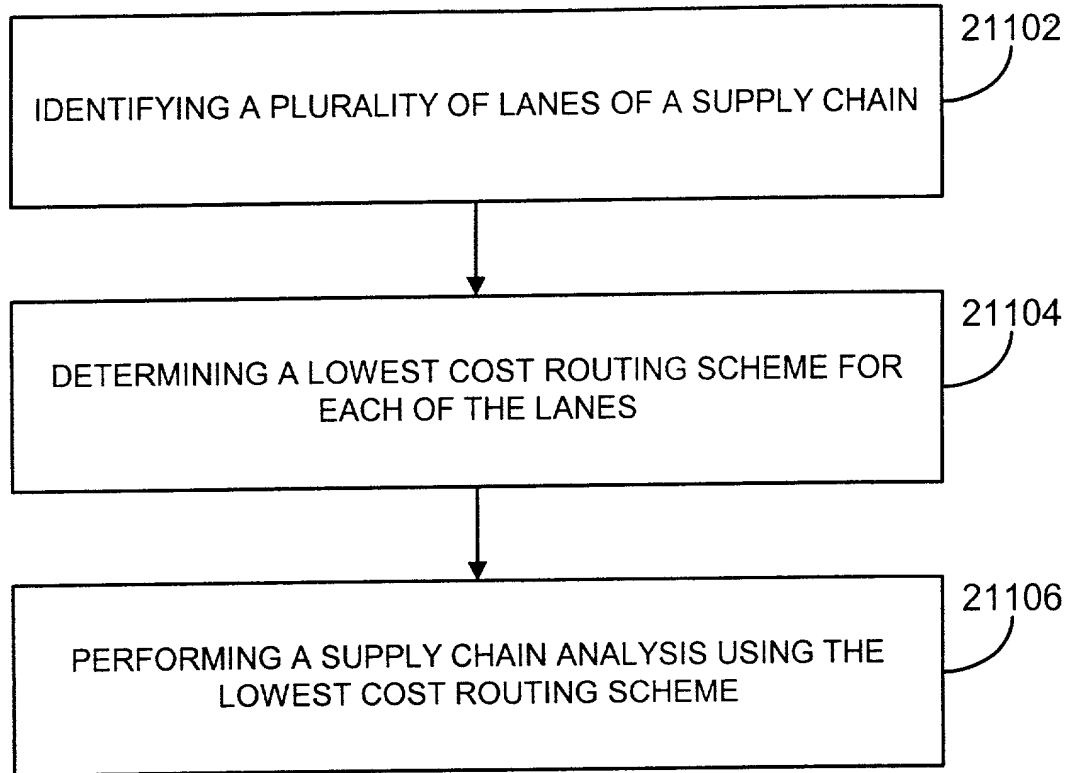
**FIG. 209**

21000

Report Selection	
Report Type:	Report Name:
Optimal Product Routing	Freight Information Provided
Report Parameters	
Supplier: (All)	Freight Information Provided
Supplier FOB: (All)	LTL Routing Grid By Lane
Distribution Center: (All)	Routing Results By Lane
	Routing Results By Lane, Item
	Routing Results w/ RDC Breakout By Lane
	Routing Results w/ RDC Breakout By Lane, Item
	TL Freight Variance Analysis
Version: Base Version	

**FIG. 210**

21100



**FIG. 211**

21200



FIG. 212

21300

21302

**Report Selection**

Report Type:	Report Name:
Awarded Volume	Awarded Volume by Item - Detail
Awarded Volume	
Comparison Reports	
Cost Matrix Preview	
Optimal Product Routing	
Tab Reports	
	ew Capacity & Prices

FIG. 213

21400

Awarded Volume by Item - Detail
Awarded Volume by Item - Detail
Awarded Volume by Item - Freight
Awarded Volume by Item - Summary
Competing DC Freight Analysis by Item
Lane Assignment Matrix
Lane Weighted Average Delivered Cost

FIG. 214

21500

Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)
Invoice FOB Detail Comparison (with conversion)
Invoice FOB Savings Comparison (no conversion)
Invoice FOB Savings Comparison (with conversion)

FIG. 215

21600

Report Type:	Report Name:
Comparison Reports	Assigned Volume Percentages (no conversion)

FIG. 216

21700

Report Name:
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (no conversion)
Assigned Volume Percentages (with conversion)
Invoice FOB Detail Comparison (no conversion)

FIG. 217

21800

Item: HASH BROWNS(ROUND)

Comparison Versions:

- Base version
- With LTL riding with CCF, forced TL
- LTL moving with CCF, no Cavendish

Include Cost Matrices: Yes ☒ No ☐

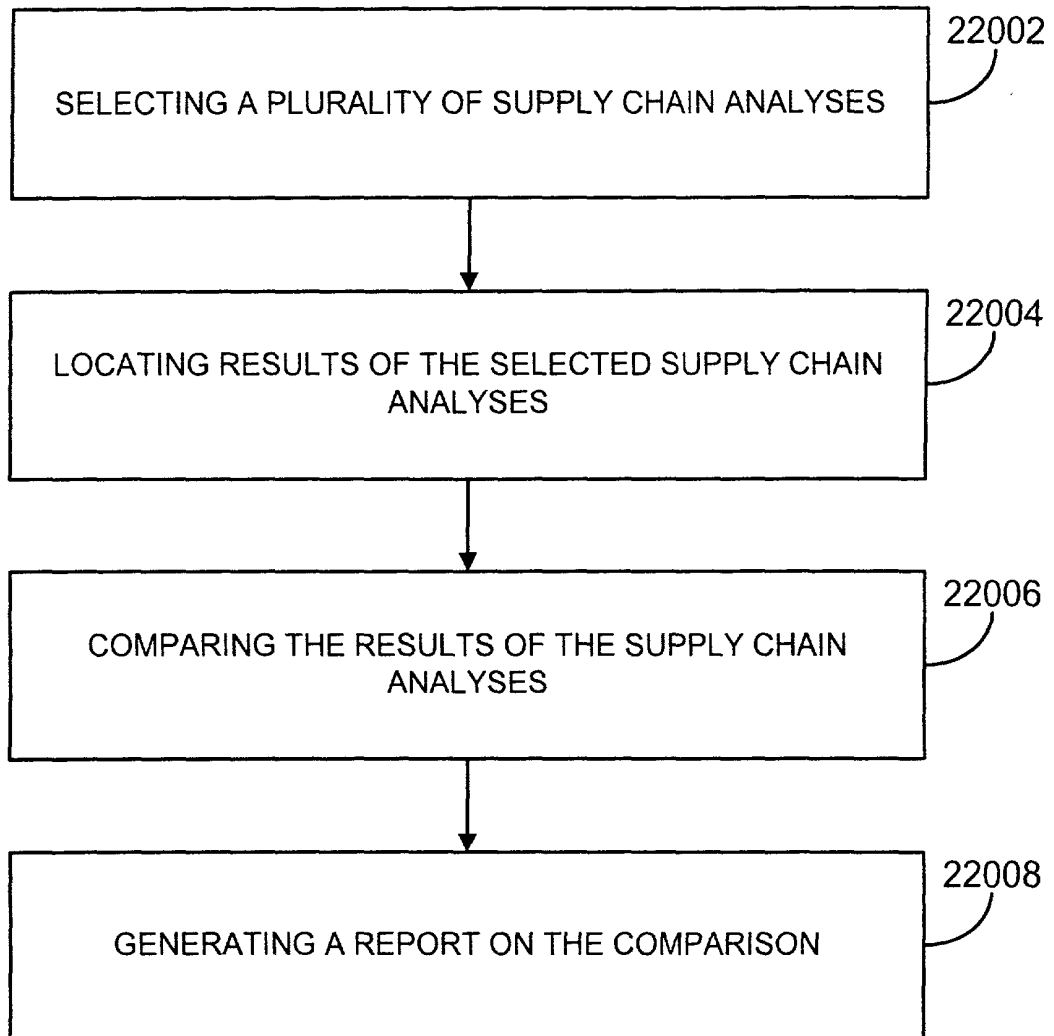
FIG. 218

21900



FIG. 219

22000



**FIG. 220**

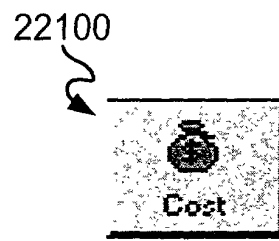


FIG. 221

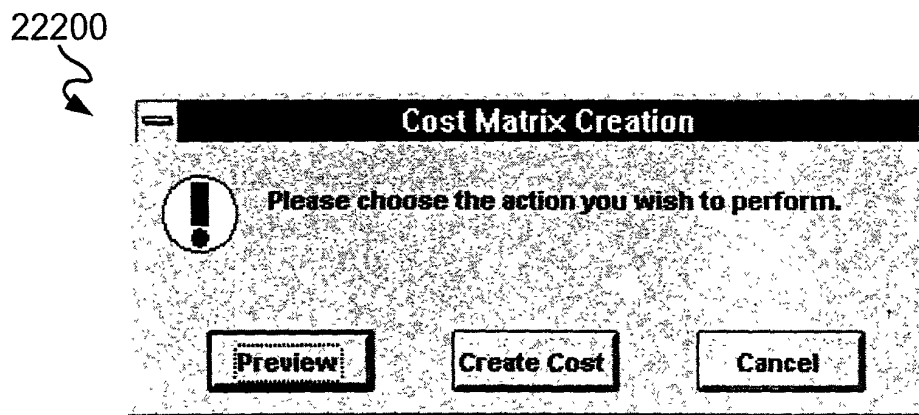


FIG. 222



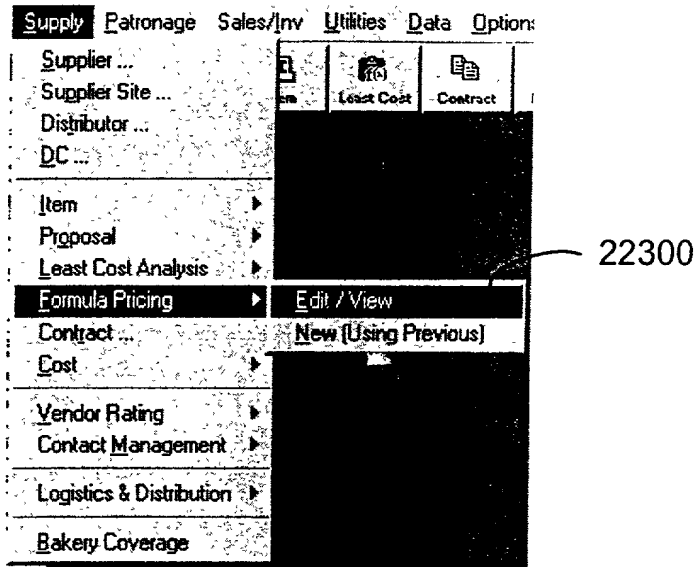


FIG. 223

22400

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Pricing ID: 12

Description: Beef Pricing 04/06/01

Item: BEEF - 77%

Raw Material Pricing Date: 04/06/01 From: 03/23/01 To: 04/03/01

Cost Matrix Begin Date: 03/15/01 End Date: 03/28/01

FOB Adjustment Amount: 0.0000

FIG. 224

22500

Formula Pricing - BEEF - 77% - 04/06/98

General Info

Pricing

Freight

Formulas

Block Cost

Adjustments

Date	FRSH DOM 50% TRIM	FRSH DOM 65% TRIM	FRSH DOM 73% TRIM	FRSH DOM 75% TRIM	FRSH DOM 88% LEAN	FRSH DOM 85% LEAN	FRSH DOM 90% LEAN BL	FRSH DOM 90% LEAN	FRSH DOM 90% LEAN YW	FRZN DOM 90% LEAN BL	BMP AUS 80% LEAN	Lean Fine Txt Beef
3/23/98	0.8800	0.9100	0.9052	0.9300	0.9318	0.9900	0.9900	0.9950	1.0000	0.9500	0.9500	0.7960
03/24/98	0.8800	0.9100	0.9149	0.9400	0.9224	0.9800	1.0000	1.0500	1.1000	0.9400	0.9600	0.8400
03/25/98	0.8800	0.9150	0.8857	0.9100	0.9224	0.9800	1.1000	1.1500	1.2000	0.9500	0.9300	0.8200
03/26/98	0.8850	0.9155	0.8945	0.9190	0.9275	0.9855	1.2000	1.2500	1.3000	0.9600	0.9500	1.0000
03/27/98	0.8900	0.9200	0.9344	0.9600	0.9275	0.9855	1.0000	1.0500	1.1000	0.9500	0.9800	0.8400
03/30/98	0.8800	0.9300	0.9441	0.9700	0.9318	0.9900	0.9995	0.9998	1.0000	0.9870	0.9850	0.7998
03/31/98	0.8860	0.9160	0.9539	0.9800	0.9412	1.0000	1.1000	1.1250	1.1500	0.9550	0.9870	0.9000
04/01/98	0.8700	0.9200	0.9393	0.9650	0.9224	0.9800	1.2000	1.2300	1.2600	0.9630	0.9630	0.9840
04/02/98	0.8500	0.9400	0.9490	0.9750	0.9318	0.9900	1.0000	1.0250	1.0500	0.9540	0.9870	0.8200
04/03/98	0.8515	0.9700	0.9539	0.9800	0.9412	1.0000	1.1000	1.0750	1.0500	0.9580	0.9870	0.8600
	0.8753	0.9247	0.9275	0.9529	0.9300	0.9881	1.0690	1.0950	1.1210	0.9572	0.9659	0.8760

FIG. 225

22600

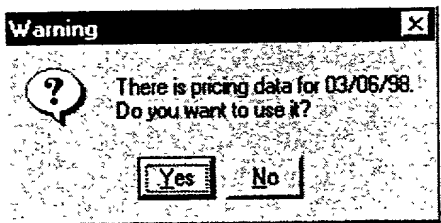


FIG. 226

22700

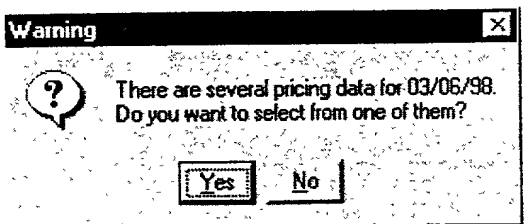


FIG. 227

22800

Pricing ID	Calc. Date	Description
10	03/08/98	Beef Pricing 3/8/98
11	03/23/98	Beef Pricing 3/23/98

OK Cancel

FIG. 228

22900

Formula Pricing - BEEF - 77% - 04/06/98

General Info | Pricing | Freight | Formulas | Block Cost | Adjustments

Supplier FOB	Address
AMERICAN FOOD SERVICE	King of Prussia, PA 19406
DIVERSITY FOOD PROCESSING-VIRGINIA	Petersburg, VA 23805
GOOD SERVINGS PRODUCTS-NH	Manchester, NH 03108

Material Type	Freight Amt
Fresh Domestic 50% Trim	0.0450
Fresh Domestic 65% Trim	0.0000
Fresh Domestic 73% Trim	0.0000
Fresh Domestic 75% Trim	0.0000
Fresh Domestic 80% Lean	0.0000
Fresh Domestic 85% Lean	0.0000
Fresh Domestic 90% Lean	0.0400
Fresh Domestic 90% Lean-Blue	0.0000
Fresh Domestic 90% Lean-Yellow	0.0000
Frozen Domestic 90% Lean	0.0000
Imported Australia 90% Lean	0.0150

FIG. 229

23000

Formula Pricing - BEEF - 77% - 04/06/98																			
General Info		Pricing		Freight		Formulas		Block Cost		Adjustments									
Formula	FD65TR		FD65TR		FD73TC		FD80LC		FD85LN		FD90LC		ZMAUSE		LFTB		Total		
	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost	Pct.	Cost			
AFS-1	0.3120	0.2871									0.1880	0.2134	0.4000	0.3924	0.1000	0.0911	0.9848		
DIV-1	0.1400	0.1295	0.2000	0.1949	0.1400	0.1368					0.2000	0.2190	0.3200	0.3139			0.9941		
GS-1	0.3270	0.3042									0.1730	0.1972	0.3600	0.3549	0.1400	0.1303	0.9866		
S&C-1	0.2414	0.2200					0.2179	0.2026	0.2179	0.2153	0.2179	0.2386			0.1050	0.0956	0.9721		
SER-1	0.3250	0.2926									0.1750	0.1951	0.3650	0.3571	0.1350	0.1236	0.9684		
TEX-1	0.3090	0.2766									0.3410	0.3802	0.2500	0.2452	0.1000	0.0896	0.9916		
WHI-1	0.3250	0.2958									0.1750	0.1969	0.3650	0.3608	0.1350	0.1230	0.9765		
WIS-1	0.3325	0.2977									0.4675	0.5165	0.1600	0.0986	0.1000	0.0890	1.0018		

FIG. 230

23100

Formula Pricing - BEEF - 77% - 04/06/98

General Info

Pricing

Freight

Formulas

Block Cost

Adjustments

Formula	Raw Material Cost	Yield	Block Cost	Margin	FOB Price	Include?
AFS-1	0.9840	0.99	\$0.9990	0.1232	\$1.1222	<input checked="" type="checkbox"/>
DIV-1	0.9941	0.98	\$1.0123	0.1669	\$1.1792	<input checked="" type="checkbox"/>
GS-1	0.9866	0.98	\$1.0037	0.1287	\$1.1324	<input checked="" type="checkbox"/>
S&C-1	0.9721	1.00	\$0.9721	0.1457	\$1.1178	<input checked="" type="checkbox"/>
SER-1	0.9684	0.99	\$0.9831	0.1325	\$1.1156	<input checked="" type="checkbox"/>
TEX-1	0.9916	0.99	\$1.0067	0.1232	\$1.1299	<input checked="" type="checkbox"/>
WHI-1	0.9765	0.98	\$0.9939	0.1275	\$1.1214	<input checked="" type="checkbox"/>
WIS-1	1.0018	0.98	\$1.0202	0.1334	\$1.1536	<input checked="" type="checkbox"/>

FIG. 231

23200

Formula Pricing - BEEF - 77% - 04/06/98						
General Info   Pricing   Freight   Formulas   Block Cost   Adjustments						
Formula	Raw Cost	Yield	FOB Price	Margin	Adjustments	Adj. FOB Price
AFS-1	0.9840	0.9850	0.9990	0.1232	0.0000	1.1222
DIV-1	0.9941	0.9820	1.0123	0.1669	0.1500	1.3292
GS-1	0.9866	0.9830	1.0037	0.1287	0.0000	1.1324
S&C-1	0.9721	1.0000	0.9721	0.1457	0.0000	1.1178
SER-1	0.9684	0.9850	0.9831	0.1325	0.0000	1.1156
TEX-1	0.9916	0.9850	1.0067	0.1232	0.0000	1.1299
Amount Adjustment Desc						
0.1500 Upcharge						

FIG. 232

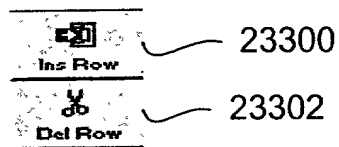


FIG. 233

23400



FIG. 234

23500

Formula Maintenance			
Formula ID	Facility	Description	Short Name
5	AMERICAN FOOD SERVICE	American Food Service Formula A	AFS-1
7	DIVERSITY FOOD PROCESSING - VIRGIN	DIV Formula - 1b	DIV-1
8	GOOD SERVINGS PRODUCTS - NH	Good Servings Formula 1	GS-1
Number of Rows: 14			
Material Type		Begin Date	Percentage
Fresh Domestic 50% Trim		10/03/1997	31.2000%
Fresh Domestic 73% Trim		10/01/1996	20.0000%
Fresh Domestic 85% Lean		10/01/1997	5.0000%
Fresh Domestic 90% Lean		10/01/1997	18.8000%
Number of Rows: 6			100.0000%

FIG. 235

Supply	Patronage	Sales/Inv	Utilities	Window	Hel
Supplier ...					
Supplier Site ...					
Distributor ...					
DC ...					
Item					
Proposal					
Least Cost Analysis					
Formula Pricing					
Contract ...					
Cost					
Vendor Rating					
Contact Management					
Logistics & Distribution					
Bakery Coverage					

23600

FIG. 236